



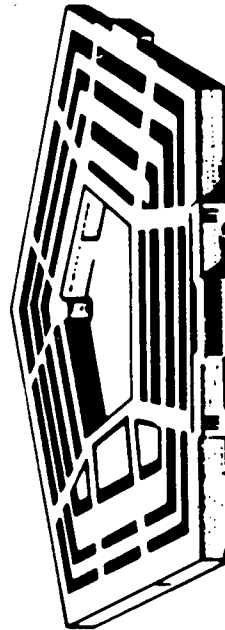
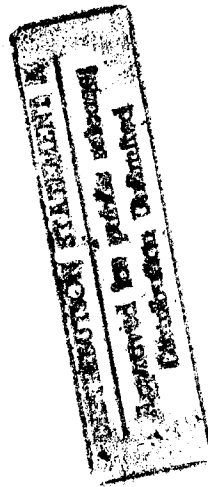
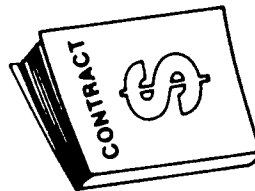
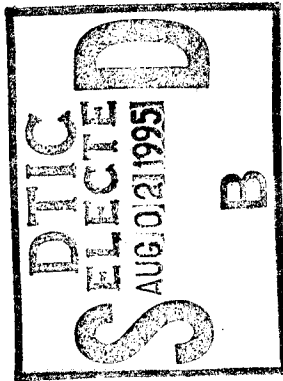
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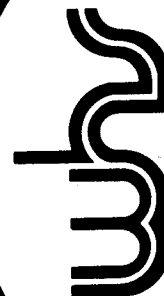
# PRIME CONTRACT AWARDS

Fiscal Year 1994



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OPERATIONS AND REPORTS (DIOR)



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# PRIME CONTRACT AWARDS

**Fiscal Year 1994**

Department of Defense  
Washington Headquarters Services  
Directorate for Information  
Operations and Reports

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## FOREWORD

*Prime Contract Awards* is published semiannually. This publication displays current and historical summarized information on Department of Defense prime contract awards using a variety of categories and report formats. The primary purpose of this publication is to provide the perspective required for the analysis of Defense procurement trends related to the six categories shown.

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# INTRODUCTION

## Purpose and Scope

This report presents a variety of current and historical data pertaining to Department of Defense (DoD) prime contract awards. All historical tables commence with fiscal year (FY) 1985 data.

Six categories of data on DoD prime contracts are provided. Data are displayed by type of contractor, by procurement program, by competition, and by type of contract pricing provision. Awards for research, development, test, and evaluation (RDT&E) are discussed separately, as is the DoD Small Business Subcontracting Program.

## Notes on Coverage

Amounts in this report are shown for the DoD Agency that awards the prime contracts and not the department or agency that budgets for the supplies or services. In addition, data for the Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration (NASA) and other Federal agencies, as well as for foreign countries whose Defense purchases are reimbursable. Percentages are derived by dividing the detail line or the subtotal line by the base line designated by 100 percent, unless otherwise noted. Column headings, footnotes, or section narrative are used to identify these exceptions. Indentation is used to provide assistance in recognizing total, subtotal, and detail line information. The data are collected in whole dollars and the totals given in some tables may not add due to rounding. This report includes awards made by Other Defense Agencies (ODAs), which are listed in the Glossary. Commencing with FY 1989, it also includes tariff or regulated acquisitions under \$25,000. It does not include obligations for "in house" work performed at government owned and operated establishments,

such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other Federal Agencies. The estimated dollar amounts of indefinite quantity petroleum contracts are included in this report, but the number of individual orders written against these contracts has not been included in the totals for procurement actions.

For the definition of terms used in this publication, see the Glossary.

## Highlights

DoD procurement actions during FY 1994 totaled \$132,219,300 thousand (rounded), as shown below:

<u>Category</u>	<u>Amount</u>
Intragovernmental/FMS	\$ 11,097,605
Work Outside United States	5,602,092
Educational and Nonprofit Institutions	3,315,355
Business Firms Inside United States	112,013,450
Tariff or Regulated Acquisitions	190,799
Total	\$132,219,300

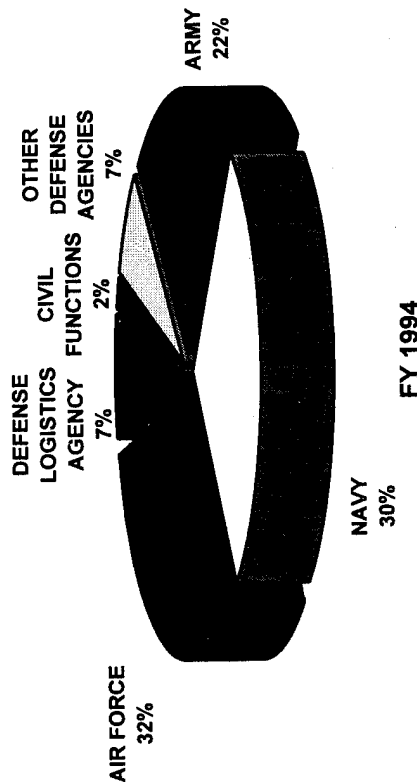
Foreign Military Sales (FMS), a reimbursable portion of intragovernmental orders, totaled \$8,517 million as follows: Army, \$2,249 million; Navy \$1,340 million; Air Force \$4,783 million; Defense Logistics Agency, \$139 million, and Other Defense Agencies, \$7 million.

# AWARDS BY TYPE OF CONTRACTOR

## DoD Procurement by Type of Contractor

DoD procurement awards during FY 1994 (October 1993 through September 1994) totaled \$132,219 million. This was a decrease of \$6,088 million (1.5 percent) from the \$138,307 million awarded during FY 1993. Contract awards to U.S. businesses for work inside the United States decreased by \$3,994 million. Awards to or through other Government Agencies decreased by \$1,766 million, awards to educational and nonprofit institutions decreased by \$128 million, and awards for work outside the United States decreased by \$224 million. See Tables 1 and 2 on pages 5 and 7.

The following chart displays the percentage of obligations awarded by each Defense Component during FY 1994.



## Procurement Trends

DoD procurement decreased from \$163.7 billion in FY 1985 to \$158.8 billion in FY 1986, and continued to decrease each year through FY 1989. During FY 1990, an upward trend is shown which continued through FY 1991. In FY 1992, awards decreased to \$136.3 billion. In FY 1993, procurement increased slightly. In FY 1994, awards decreased to \$132.2 billion, the lowest FY total in the last ten years. The long term trend in prime contract awards is shown in Table 3, page 11.

## Small Business Performance

Small businesses received \$24,805 million during FY 1994, a decrease of \$67 million from the \$24,872 million received during FY 1993. Although the FY 1994 dollar amount of awards to small businesses decreased from the FY 1993 dollar amount, the proportion of small business to all business firms continued to show an increase. In FY 1994, small businesses received the largest percentage in the last ten years (22.1 percent) of the prime contracts awarded to all business firms for work done in the United States.

Chart I, page 9, shows that 6,438,730 procurement actions, or 66.8 percent of the total 9,636,308 actions awarded to business firms, involved small businesses.

Chart II, page 13, shows total awards to business firms, to small business firms, and percentage to small businesses for FY 1985 through FY 1994.

**TABLE 1**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1994-FY 1993** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL <sup>B/</sup>				ARMY				NAVY			
	Oct 93-		Oct 92-		Oct 93-		Oct 92-		Oct 93-		Oct 92-	
	Oct 94	Sep 93	Oct 93	Sep 92	Oct 94	Sep 93	Oct 93	Sep 92	Oct 94	Sep 93	Oct 93	Sep 92
<b>TOTAL C/</b>												
ACTIONS OF \$25,000 OR LESS	\$132,219,300	\$138,307,134	14,593,737	2,483,689	\$29,335,628	\$31,294,657	2,844,290	3,071,152	\$39,418,302	\$41,550,800	2,844,290	3,071,152
ACTIONS OVER \$25,000	118,114,086	123,713,397	12,863,802	2,603,759	26,851,939	28,708,427	36,574,012	38,489,638	36,574,012	38,489,638	36,574,012	38,489,638
<b>INTERAGENCY / FMS</b>												
ACTIONS OF \$25,000 OR LESS	11,097,605	12,863,802	1,430,892	391,076	2,994,835	4,931,863	402,198	470,772	2,174,091	2,497,170	402,198	470,772
ACTIONS OVER \$25,000	1,333,191	1,432,909	11,432,909	2,603,759	2,603,759	4,491,803	1,771,893	2,026,399	1,771,893	2,026,399	1,771,893	2,026,399
<b>FOR WORK OUTSIDE U. S. D/</b>												
ACTIONS OF \$25,000 OR LESS	5,602,092	5,826,463	734,145	204,722	1,553,922	1,834,397	167,202	170,638	1,172,574	1,075,152	167,202	170,638
ACTIONS OVER \$25,000	719,449	5,092,318	1,349,200	1,532,372	1,349,200	1,632,372	1,005,372	904,514	1,005,372	904,514	1,005,372	904,514
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>												
ACTIONS OF \$25,000 OR LESS	3,315,355	3,443,799	897,037	758,873	897,037	758,873	1,092,702	746,461	1,092,702	746,461	1,092,702	746,461
ACTIONS OVER \$25,000	115,848	124,986	30,429	32,643	30,429	32,643	23,509	26,456	23,509	26,456	23,509	26,456
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>												
ACTIONS OF \$25,000 OR LESS	112,013,450	116,007,150	12,137,794	1,683,098	23,715,470	23,614,026	2,249,007	2,402,378	34,976,561	37,241,099	2,249,007	2,402,378
ACTIONS OVER \$25,000	100,267,522	103,869,357	22,032,372	21,858,016	22,032,372	21,858,016	32,727,555	34,838,720	32,727,555	34,838,720	32,727,555	34,838,720
<b>SMALL BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	24,805,355	24,871,687	6,402,518	6,422,519	6,402,518	6,422,519	7,194,895	7,161,785	7,194,895	7,161,785	7,194,895	7,161,785
ACTIONS OVER \$25,000	6,351,327	6,496,322	1,318,306	1,362,743	1,318,306	1,362,743	1,703,560	1,821,274	1,703,560	1,821,274	1,703,560	1,821,274
<b>OTHER BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	87,208,095	91,135,463	17,312,952	17,191,507	17,312,952	17,191,507	27,781,667	30,079,313	27,781,667	30,079,313	27,781,667	30,079,313
ACTIONS OVER \$25,000	5,384,600	5,641,472	364,792	383,266	364,792	383,266	545,447	581,104	545,447	581,104	545,447	581,104
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>												
ACTIONS OF \$25,000 OR LESS	22.1	21.4	27.0	27.2	27.0	27.2	20.6	19.2	20.6	19.2	20.6	19.2
ACTIONS OVER \$25,000	54.1	53.5	78.3	77.6	78.3	77.6	75.7	75.8	75.7	75.8	75.7	75.8
	18.4	17.7	23.1	23.1	23.1	23.1	16.8	15.3	16.8	15.3	16.8	15.3

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.



**TABLE 1 (concluded)**  
**DoD Prime Contract Awards by Type of Contractor,**  
**According to Defense Component: FY 1994-FY 1993 <sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	Oct 93-	Oct 92-	Oct 93-	Oct 92-	Oct 93-	Oct 92-
	Sep 94	Sep 93	Sep 94	Sep 93	Sep 94	Sep 93
<b>TOTAL C/</b>						
ACTIONS OF \$25,000 OR LESS	\$41,948,965	\$42,708,182	\$9,823,445	\$9,772,618	\$2,717,246	\$2,559,773
ACTIONS OVER \$25,000	2,484,661	2,510,121	1,901,427	1,812,411	347,189	316,689
	39,464,304	40,198,060	7,722,017	7,960,208	2,370,057	2,243,083
<b>INTERAGENCY / FMS</b>						
ACTIONS OF \$25,000 OR LESS	5,528,979	5,095,606	252,257	195,909	61,054	59,109
ACTIONS OVER \$25,000	337,081	371,364	83,560	81,348	31,332	31,365
	5,131,898	4,724,241	168,698	114,561	29,722	27,744
<b>FOR WORK OUTSIDE U. S. D/</b>						
ACTIONS OF \$25,000 OR LESS	1,420,201	1,169,183	1,290,989	1,546,089	11,229	10,396
ACTIONS OVER \$25,000	303,982	314,414	35,711	39,422	41	123
	1,116,219	854,770	1,255,277	1,506,667	11,188	10,273
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>						
ACTIONS OF \$25,000 OR LESS	1,045,295	1,462,502	107,147	105,294	24,232	27,079
ACTIONS OVER \$25,000	38,221	39,133	3,432	5,994	6,752	5,511
	1,007,674	1,423,370	103,715	99,300	17,480	21,568
<b>BUSINESS FIRMS FOR WORK IN THE U.S. (SUBTOTAL)</b>						
ACTIONS OF \$25,000 OR LESS	33,947,653	34,979,675	7,972,247	7,922,547	2,614,310	2,457,709
ACTIONS OVER \$25,000	1,738,541	1,783,995	1,777,919	1,582,866	302,644	274,210
	32,209,112	33,193,880	6,194,328	6,239,681	2,311,667	2,183,499
<b>SMALL BUSINESS FIRMS</b>						
ACTIONS OF \$25,000 OR LESS	5,168,674	5,305,582	3,517,584	3,556,145	1,079,624	909,327
ACTIONS OVER \$25,000	1,257,624	1,246,686	1,144,222	1,094,261	257,876	234,128
	3,911,050	4,058,896	2,373,362	2,461,885	821,748	675,198
<b>OTHER BUSINESS FIRMS</b>						
ACTIONS OF \$25,000 OR LESS	28,778,979	29,674,093	4,454,663	4,366,401	1,534,687	1,548,383
ACTIONS OVER \$25,000	480,917	537,310	633,697	588,605	44,768	40,082
	28,298,063	29,136,784	3,820,966	3,777,796	1,489,919	1,508,301
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>						
ACTIONS OF \$25,000 OR LESS	15.2	15.2	44.1	44.9	41.3	37.0
ACTIONS OVER \$25,000	72.3	69.9	64.4	65.0	85.2	85.4
	12.1	12.2	38.3	39.5	35.5	30.9

NOTE: Refer to first page of this table for footnotes.

**TABLE 2**  
**Dod Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	TOTAL B/		ARMY		NAVY	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1994	1993	1994	1993	1994	1993
<b>TOTAL C/</b>	\$132,219,300	\$138,307,134	\$29,335,628	\$31,294,657	\$39,418,302	\$41,560,800
1st Qtr, Oct-Dec	25,225,908	25,225,908	4,255,608	5,932,892	4,750,347	6,055,273
2nd Qtr, Jan-Mar	31,536,732	36,014,707	8,375,563	6,128,762	11,331,700	14,354,835
3rd Qtr, Apr-Jun	27,929,995	27,929,995	6,782,099	6,835,739	6,355,043	7,571,383
4th Qtr, Jul-Sep	52,906,231	49,137,032	9,922,358	12,397,264	16,981,211	13,579,309
<b>INTERAGENCY / FMS</b>	11,097,605	12,883,802	2,994,835	4,931,863	2,174,091	2,497,170
1st Qtr, Oct-Dec	2,093,375	2,418,163	744,622	941,982	297,229	638,308
2nd Qtr, Jan-Mar	1,993,140	2,568,453	585,437	465,855	518,385	869,035
3rd Qtr, Apr-Jun	2,991,732	2,112,284	903,386	894,696	512,428	423,615
4th Qtr, Jul-Sep	4,019,357	5,764,901	760,391	2,629,530	846,048	566,212
<b>FOR WORK OUTSIDE U. S. D/</b>	5,826,092	5,826,463	1,553,922	1,834,397	1,172,574	1,075,152
1st Qtr, Oct-Dec	814,884	1,000,917	282,988	228,597	217,881	150,438
2nd Qtr, Jan-Mar	1,308,188	1,310,915	248,133	217,455	218,200	218,200
3rd Qtr, Apr-Jun	1,000,392	1,200,410	184,032	217,745	265,005	151,155
4th Qtr, Jul-Sep	2,574,629	2,314,221	858,769	873,352	512,229	456,268
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	3,315,355	3,443,799	897,037	758,873	1,092,702	746,461
1st Qtr, Oct-Dec	440,349	824,862	153,358	184,219	179,802	83,439
2nd Qtr, Jan-Mar	544,560	902,856	201,888	168,502	164,085	295,676
3rd Qtr, Apr-Jun	498,574	801,533	205,539	184,418	149,750	149,218
4th Qtr, Jul-Sep	1,731,872	1,233,578	232,142	221,544	640,064	218,128
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	112,013,450	116,007,150	23,715,470	23,614,026	34,976,561	37,241,099
1st Qtr, Oct-Dec	16,987,093	21,166,189	3,065,371	4,563,756	4,055,187	5,183,000
2nd Qtr, Jan-Mar	21,855,295	31,131,415	7,205,488	4,927,757	10,471,575	12,871,560
3rd Qtr, Apr-Jun	22,941,896	23,902,461	5,410,591	5,506,061	5,468,493	6,848,319
4th Qtr, Jul-Sep	44,229,096	39,757,085	8,034,019	8,516,452	14,981,206	12,338,219
<b>SMALL BUSINESS FIRMS</b>	24,805,355	24,871,687	6,402,518	6,422,519	7,194,895	7,161,785
1st Qtr, Oct-Dec	3,474,947	3,906,503	795,778	847,684	998,448	1,049,991
2nd Qtr, Jan-Mar	5,000,600	5,579,419	1,460,474	1,287,433	1,550,813	1,733,829
3rd Qtr, Apr-Jun	5,585,345	4,827,543	1,482,298	1,346,384	1,530,384	1,515,210
4th Qtr, Jul-Sep	10,744,463	10,558,222	2,663,968	2,941,019	3,115,250	2,862,755
<b>OTHER BUSINESS FIRMS</b>	87,208,095	91,135,463	17,312,952	17,191,507	27,781,667	30,079,313
1st Qtr, Oct-Dec	13,412,136	17,259,686	2,269,593	3,716,072	3,056,739	4,133,009
2nd Qtr, Jan-Mar	22,654,775	25,601,996	5,745,014	3,640,324	8,920,862	11,137,731
3rd Qtr, Apr-Jun	17,356,551	19,074,919	3,928,293	4,159,678	3,938,109	5,333,109
4th Qtr, Jul-Sep	33,784,633	29,198,863	5,370,051	5,675,433	11,865,956	9,475,464
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	22.1	21.4	27.0	27.2	20.6	19.2
1st Qtr, Oct-Dec	20.6	18.5	26.0	18.6	24.6	20.3
2nd Qtr, Jan-Mar	18.1	17.9	20.3	14.8	14.8	13.5
3rd Qtr, Apr-Jun	24.3	20.2	27.4	24.5	20.8	22.1
4th Qtr, Jul-Sep	24.1	26.6	33.2	34.1	20.8	23.2

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards.

C/ Commencing in FY 1989, includes Tariff or Regulated Acquisitions not included elsewhere in this table.

D/ Includes foreign firms for performance in U.S.

Prepared By: Washington Headquarters Services  
 Directorate For Information  
 Operations and Reports

**TABLE 2 (concluded)**  
**DoD Prime Contract Awards by Quarter and Type of Contractor,**  
**According to Defense Component: FY 1994 - FY 1993 <sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

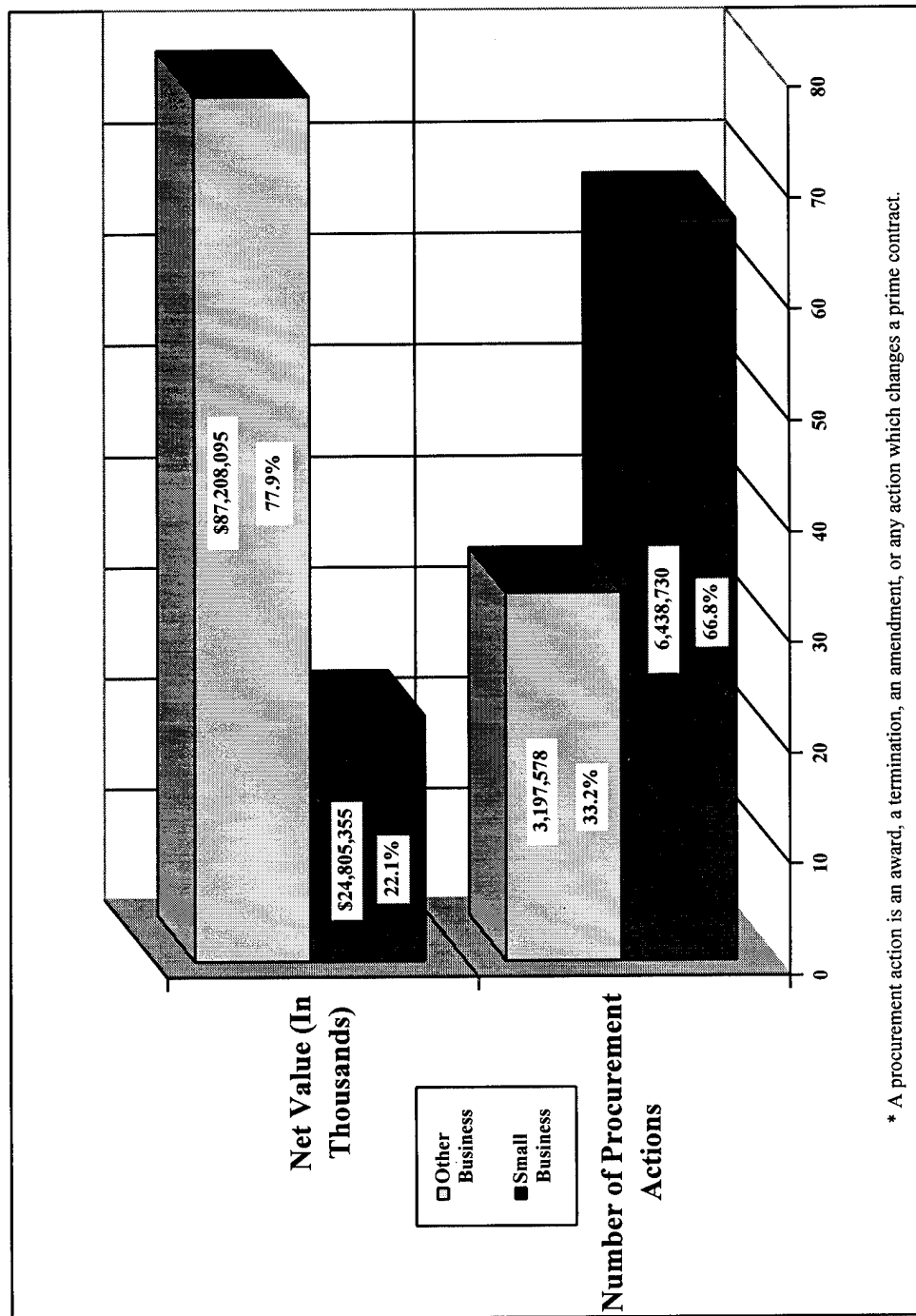
TYPE OF CONTRACTOR	AIR FORCE		DEFENSE LOGISTICS AGENCY		CIVIL FUNCTIONS	
	FISCAL YEAR		FISCAL YEAR		FISCAL YEAR	
	1994	1993	1994	1993	1994	1993
<b>TOTAL</b>	<b>\$41,948,965</b>	<b>\$42,708,182</b>	<b>\$9,623,445</b>	<b>\$9,772,618</b>	<b>\$2,717,246</b>	<b>\$2,559,773</b>
1st Qtr, Oct-Dec	7,980,174	9,069,669	2,134,651	1,841,532	366,824	533,578
2nd Qtr, Jan-Mar	8,392,041	8,807,147	1,820,611	3,630,598	583,598	456,553
3rd Qtr, Apr-Jun	8,944,554	8,444,554	2,037,776	1,887,339	678,146	396,936
4th Qtr, Jul-Sep	17,299,221	15,886,812	3,630,407	2,413,235	1,088,678	1,172,705
<b>INTERAGENCY / FMS</b>	<b>5,528,979</b>	<b>5,095,606</b>	<b>252,257</b>	<b>195,909</b>	<b>61,054</b>	<b>59,109</b>
1st Qtr, Oct-Dec	1,002,909	790,836	32,624	31,616	9,915	9,313
2nd Qtr, Jan-Mar	810,349	1,141,806	59,142	52,734	10,180	9,123
3rd Qtr, Apr-Jun	1,511,578	730,518	33,938	35,057	11,791	12,248
4th Qtr, Jul-Sep	2,204,142	2,432,446	126,553	76,502	29,167	28,425
<b>FOR WORK OUTSIDE U. S. D/</b>	<b>1,420,201</b>	<b>1,189,183</b>	<b>1,290,989</b>	<b>1,546,089</b>	<b>11,229</b>	<b>10,386</b>
1st Qtr, Oct-Dec	201,486	118,910	108,924	479,260	2,578	2,082
2nd Qtr, Jan-Mar	295,151	182,479	477,159	221,165	730	5,226
3rd Qtr, Apr-Jun	163,615	282,336	378,883	570,609	619	2,116
4th Qtr, Jul-Sep	759,950	625,459	326,023	275,055	7,302	972
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	<b>1,045,295</b>	<b>1,452,502</b>	<b>107,147</b>	<b>105,294</b>	<b>24,232</b>	<b>27,079</b>
1st Qtr, Oct-Dec	72,141	294,273	6,582	19,287	5,438	3,454
2nd Qtr, Jan-Mar	125,558	330,081	10,582	14,179	3,968	3,748
3rd Qtr, Apr-Jun	110,392	201,982	3,523	59,892	7,283	9,084
4th Qtr, Jul-Sep	737,215	577,166	52,728	52,026	7,943	10,822
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	<b>33,947,653</b>	<b>34,979,675</b>	<b>7,972,247</b>	<b>7,922,547</b>	<b>2,614,310</b>	<b>2,457,709</b>
1st Qtr, Oct-Dec	6,703,632	7,865,518	1,986,231	1,310,875	347,055	518,065
2nd Qtr, Jan-Mar	7,160,817	7,093,767	1,273,878	3,342,034	567,157	437,885
3rd Qtr, Apr-Jun	6,491,738	7,789,171	1,590,261	1,260,987	657,332	372,182
4th Qtr, Jul-Sep	13,591,465	12,231,219	3,121,877	2,008,650	1,042,765	1,129,551
<b>SMALL BUSINESS FIRMS</b>	<b>5,168,674</b>	<b>5,305,582</b>	<b>3,517,584</b>	<b>3,556,145</b>	<b>1,079,624</b>	<b>909,327</b>
1st Qtr, Oct-Dec	778,938	913,091	712,514	712,868	147,624	136,507
2nd Qtr, Jan-Mar	1,007,919	900,240	563,310	1,130,726	250,090	169,989
3rd Qtr, Apr-Jun	898,918	825,946	811,894	1,646,906	262,783	169,139
4th Qtr, Jul-Sep	2,482,898	2,666,305	1,429,876	1,065,646	415,127	433,682
<b>OTHER BUSINESS FIRMS</b>	<b>28,778,979</b>	<b>29,674,093</b>	<b>4,454,663</b>	<b>4,366,401</b>	<b>1,534,687</b>	<b>1,548,383</b>
1st Qtr, Oct-Dec	5,924,694	6,952,427	1,273,717	598,008	199,431	381,558
2nd Qtr, Jan-Mar	6,152,898	6,193,527	710,568	2,211,308	317,067	267,893
3rd Qtr, Apr-Jun	5,593,820	6,943,226	778,378	614,081	394,550	202,982
4th Qtr, Jul-Sep	11,108,567	9,584,913	1,692,001	943,005	623,638	695,950
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	<b>15.2</b>	<b>15.2</b>	<b>44.1</b>	<b>44.9</b>	<b>41.3</b>	<b>37.0</b>
1st Qtr, Oct-Dec	11.6	11.6	35.9	54.4	42.5	26.3
2nd Qtr, Jan-Mar	14.1	12.7	44.2	33.8	44.1	38.8
3rd Qtr, Apr-Jun	13.8	10.6	51.1	51.3	40.0	45.5
4th Qtr, Jul-Sep	18.3	21.8	45.8	53.1	40.2	38.4

NOTE: Refer to first page of this table for footnotes.

# Chart I

## Number, Net Value, and Percent Distribution of DoD Small and Other Business Procurement Actions:

Fiscal Year 1994



\* A procurement action is an award, a termination, an amendment, or any action which changes a prime contract.

**TABLE 3**  
**DoD Prime Contract Awards by Type of Contractor**  
**and Defense Component: FY 1994 - FY 1985** <sup>A/</sup>

(AMOUNTS IN MILLIONS)

TYPE OF CONTRACTOR	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY 1989	FY 1988	FY 1987	FY 1986	FY 1985
<b>TOTAL</b> <sup>B/</sup>	\$132,219	\$138,307	\$136,297	\$150,855	\$144,672	\$139,343	\$151,353	\$156,508	\$153,829	\$163,725
Army	29,336	31,295	30,889	36,890	33,333	31,979	32,846	36,800	37,512	37,497
Navy	39,418	41,561	43,156	45,846	46,945	47,831	48,915	54,974	49,630	52,026
Air Force	41,949	42,708	40,523	48,214	46,902	43,915	46,633	47,305	48,852	53,303
Defense Logistics Agency	9,623	9,773	8,490	13,331	11,120	11,166	11,166	11,229	16,547	15,173
Civil Functions	2,717	2,560	2,818	2,332	2,159	2,159	2,159	1,981	1,711	1,767
Other Defense Agencies	9,176	10,411	10,421	4,241	4,250	3,200	2,696	4,220	4,578	3,960
<b>INTERAGENCY/FMS</b>	11,098	12,864	9,577	11,948	9,964	9,579	8,919	8,809	9,884	12,399
Army	2,995	4,932	2,856	4,193	2,281	1,679	1,789	1,900	2,523	2,696
Navy	2,174	2,497	2,722	3,033	2,948	3,416	3,193	3,546	2,841	4,229
Air Force	5,529	5,096	3,669	4,341	4,378	4,147	3,493	2,729	3,772	4,758
Defense Logistics Agency	252	196	196	196	134	218	251	326	375	366
Civil Functions	61	59	75	66	84	41	72	77	77	75
Other Defense Agencies	86	84	105	119	159	79	121	236	295	275
<b>FOR WORK OUTSIDE U. S. C/</b>	5,602	5,826	5,941	9,178	7,149	6,381	8,149	8,863	9,081	8,611
Army	1,554	1,824	1,820	2,952	2,280	2,321	3,092	3,423	3,113	3,205
Navy	1,373	1,075	1,320	1,425	1,432	1,287	1,455	1,403	1,404	1,683
Air Force	1,123	1,169	1,707	1,948	1,705	1,213	1,924	2,367	1,894	1,748
Defense Logistics Agency	1,261	1,566	933	2,332	1,570	1,412	1,553	1,571	2,578	2,539
Civil Functions	11	10	14	265	110	11	20	16	4	7
Other Defense Agencies	153	191	135	135	142	138	86	84	87	50
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	3,315	3,444	3,438	3,646	3,530	3,272	3,469	3,495	3,368	3,129
Army	897	759	698	834	443	423	440	474	437	403
Navy	1,093	746	866	831	837	952	1,142	1,081	1,152	1,073
Air Force	1,045	1,453	1,426	1,576	1,781	1,605	1,614	1,595	1,450	1,330
Defense Logistics Agency	24	105	109	195	110	115	89	100	90	83
Civil Functions	24	27	23	21	26	19	42	33	41	61
Other Defense Agencies	149	344	316	387	332	159	142	212	198	181
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUBTOTAL)</b>	112,013	116,007	117,151	125,878	123,821	120,003	130,815	135,340	136,497	139,587
Army	23,715	23,614	25,330	29,612	28,127	27,442	27,534	31,003	31,439	31,192
Navy	34,977	37,241	38,235	39,610	41,717	42,176	50,054	48,944	44,232	45,656
Air Force	33,948	34,980	33,721	40,349	39,039	36,949	39,601	40,615	41,737	45,469
Defense Logistics Agency	7,372	7,923	7,277	10,606	9,303	9,177	9,244	9,232	13,503	12,190
Civil Functions	2,614	2,458	2,723	2,233	2,018	1,434	2,035	1,859	1,588	1,624
Other Defense Agencies	8,787	9,792	9,865	3,469	3,616	2,824	2,347	3,687	3,997	3,455
<b>SMALL BUSINESS FIRMS</b>	24,805	24,872	23,989	25,936	23,956	22,772	25,229	26,624	26,914	26,049
Army	6,403	6,423	6,131	6,717	5,771	5,137	6,462	7,522	7,628	7,749
Navy	7,195	7,162	7,629	7,876	7,673	7,598	8,157	7,745	7,421	7,022
Air Force	5,169	5,306	4,665	5,343	5,170	4,583	5,169	5,361	4,869	4,703
Defense Logistics Agency	3,518	3,556	2,951	4,383	3,913	4,219	3,990	4,162	5,445	5,136
Civil Functions	1,080	909	1,043	935	821	582	973	1,050	924	883
Other Defense Agencies	1,442	1,516	1,569	683	607	453	472	784	627	555
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>	22.1 %	21.4 %	20.5 %	20.6 %	19.3 %	19.0 %	19.3 %	19.7 %	19.7 %	18.7 %
Army	27.0	27.2	24.2	22.7	20.5	18.7	23.5	24.3	24.3	24.8
Navy	20.6	19.2	20.0	19.2	18.4	18.3	16.3	15.8	16.8	15.8
Air Force	25.9	15.2	12.8	13.2	13.2	13.2	13.2	13.2	13.2	13.2
Defense Logistics Agency	43.1	44.6	40.5	41.3	42.1	46.0	43.2	45.1	43.2	42.1
Civil Functions	41.3	37.0	38.3	41.9	40.7	47.6	48.1	56.5	58.2	54.4
Other Defense Agencies	16.4	15.5	15.9	19.7	16.8	16.0	20.1	21.3	15.7	16.1

A/ For definitions and coverage, see notes on coverage.

B/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.

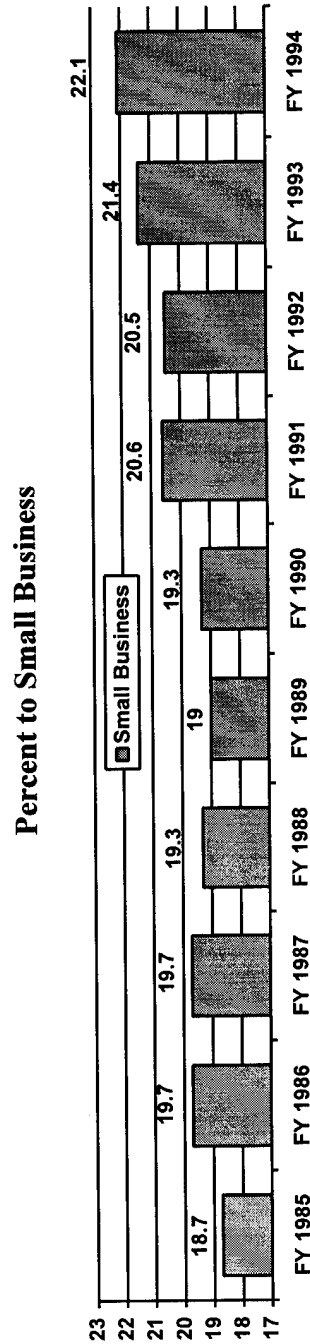
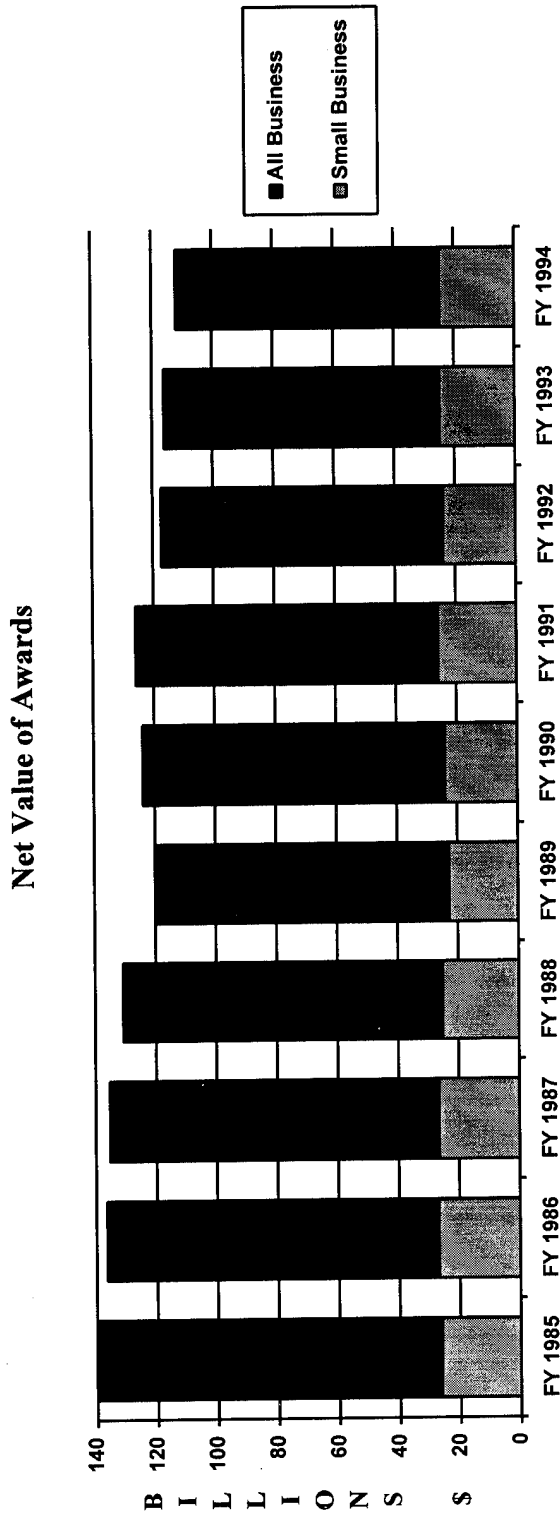
C/ Includes foreign firms for performance in U.S.

\* Less than \$500,000.

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## Chart II

Net Value of DoD Prime Contract Awards to Small Businesses, to All Businesses,  
and Percent Distribution to Small Businesses: FY 1985 - 1994



## AWARDS BY PROCUREMENT PROGRAM

Data on the net value of prime contract awards to businesses in the United States, by procurement program, are shown in Table 5, page 17, for FY 1994 and FY 1993, and in Table 6, page 21, for FY 1985 through FY 1994. Table 6a, page 23, provides data on awards, by procurement program, according to the Defense Component making the awards, for FY 1985 through FY 1994.

Total DoD procurement from U.S. businesses for work performed in the United States during FY 1994 totaled \$112,013 million; \$3,994 million (3.4 percent) less than FY 1993. A comparison of FY 1994 totals show a decrease in the Major Hard Goods Category, with a relatively slight increase in Services and All Other Categories.

The largest decreases in the procurement programs were in Ships, \$2,171 million; Electronics and Communication Equipment, \$1,771 million; and Ammunition, \$1,209 million. The programs with the largest increases were Construction, \$2,787 million; Airframes and Related Assemblies and Spares, \$521 million; and Combat Vehicles, \$280 million.

Chart III, page 19, shows awards to all businesses and percentage distribution to small businesses by procurement program for FY 1994 and FY 1993.

**TABLE 5**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

PROCUREMENT PROGRAM	October 1993 - September 1994			October 1992 - September 1993		
	T O T A L		B/ (5)	T O T A L		B/ (5)
	Amount (1)	% (2)		Amount (1)	% (2)	
<b>TOTAL /C</b>	\$132,219,300	100.0		\$138,307,134		
INTERAGENCY/FMS						
FOR WORK OUTSIDE U. S. D/	11,097,605			12,863,802		
EDUCATIONAL + NON-PROFIT INSTITUTIONS	5,602,092			5,826,463		
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	3,315,355			3,443,799		
MAJOR HARD GOODS (SUB-TOTAL)	112,013,450	100.0		116,007,150	100.0	
AIRCRAFT (SUB-TOTAL)	59,242,008	52.9		64,545,052	55.6	
AIRFRAMES AND RELATED ASSEMBLIES AND SPARES	23,497,249	21.0		22,951,997	19.8	
AIRCRAFT ENGINES AND RELATED SPARES	17,514,902	15.7		17,084,222	14.7	
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	2,729,246	2.4		2,506,119	2.5	
MISSILE AND SPACE SYSTEMS	3,153,101	2.8		2,951,156	2.5	
SHIPS	11,591,323	10.4		12,133,067	10.5	
TANK-AUTOMOTIVE (SUB-TOTAL)	6,836,228	6.1		9,006,798	7.8	
COMBAT VEHICLES	2,383,673	2.1		2,354,113	2.0	
NON-COMBAT VEHICLES	1,401,648	1.3		1,121,640	1.0	
WEAPONS	982,025	0.9		1,232,473	1.1	
AMMUNITION	1,024,736	0.9		1,210,560	1.0	
ELECTRONICS AND COMMUNICATION EQUIPMENT	1,467,799	1.3		2,676,436	2.3	
SERVICES	12,441,000	11.1		14,212,080	12.3	
ALL OTHER (SUB-TOTAL)	17,663,185	15.8		17,514,588	15.1	
SUBSISTENCE	35,108,257	31.3		33,947,511	29.3	
TEXTILES, CLOTHING AND EQUIPAGE	1,513,081	1.4		1,741,204	1.5	
FUELS + LUBRICANTS (SUB-TOTAL)	568,721	0.5		573,910	0.5	
PETROLEUM	3,374,005	3.0		3,203,700	2.8	
OTHER FUELS + LUBRICANTS	3,188,372	2.8		3,018,538	2.6	
SEPARATELY PROCURED CONTAINERS, HANDLING EQUIP.	191,039	0.2		163,025	0.1	
MISCELLANEOUS HARD GOODS (SUB-TOTAL)	14,594	*		22,137	*	
BUILDING SUPPLIES	6,329,272	5.7		7,500,406	6.5	
TRANSPORTATION EQUIPMENT	46,559	*		67,739	0.1	
PRODUCTION EQUIPMENT	360	*		709	*	
CONSTRUCTION EQUIPMENT	160,880	0.1		201,181	0.2	
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	36,446	*		35,354	*	
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	273,106	0.2		301,605	0.3	
MATERIALS HANDLING EQUIPMENT	32,098	*		32,642	*	
ALL OTHER SUPPLIES + EQUIPMENT	29,490	*		69,700	0.1	
CONSTRUCTION	5,750,332	5.1		6,791,477	5.9	
ALL ACTIONS OF \$25,000 OR LESS	11,577,252	10.3		8,790,497	7.6	
	11,745,927	10.5		12,137,794	10.5	

A/ For definitions and coverage, see notes on coverage.  
B/ Percentage of small business firms (column 3) to all business firms for work in the U.S. (column 1).  
C/ Commencing with FY 1989, the total includes Tariff or Regulated Acquisitions not included elsewhere in this table.  
D/ Includes foreign firms for performance in U.S.  
\* Less than 0.05 percent.

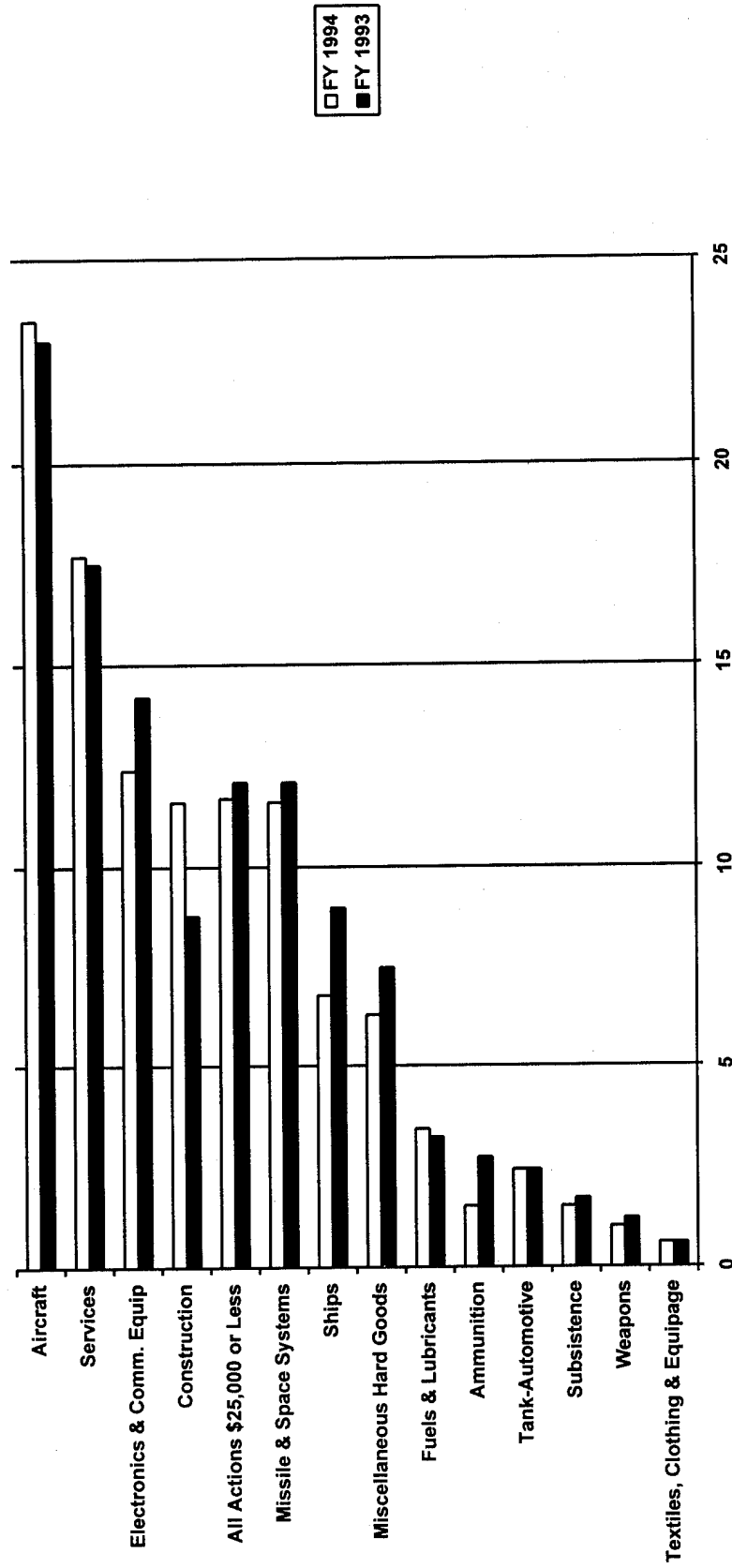
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# Chart III

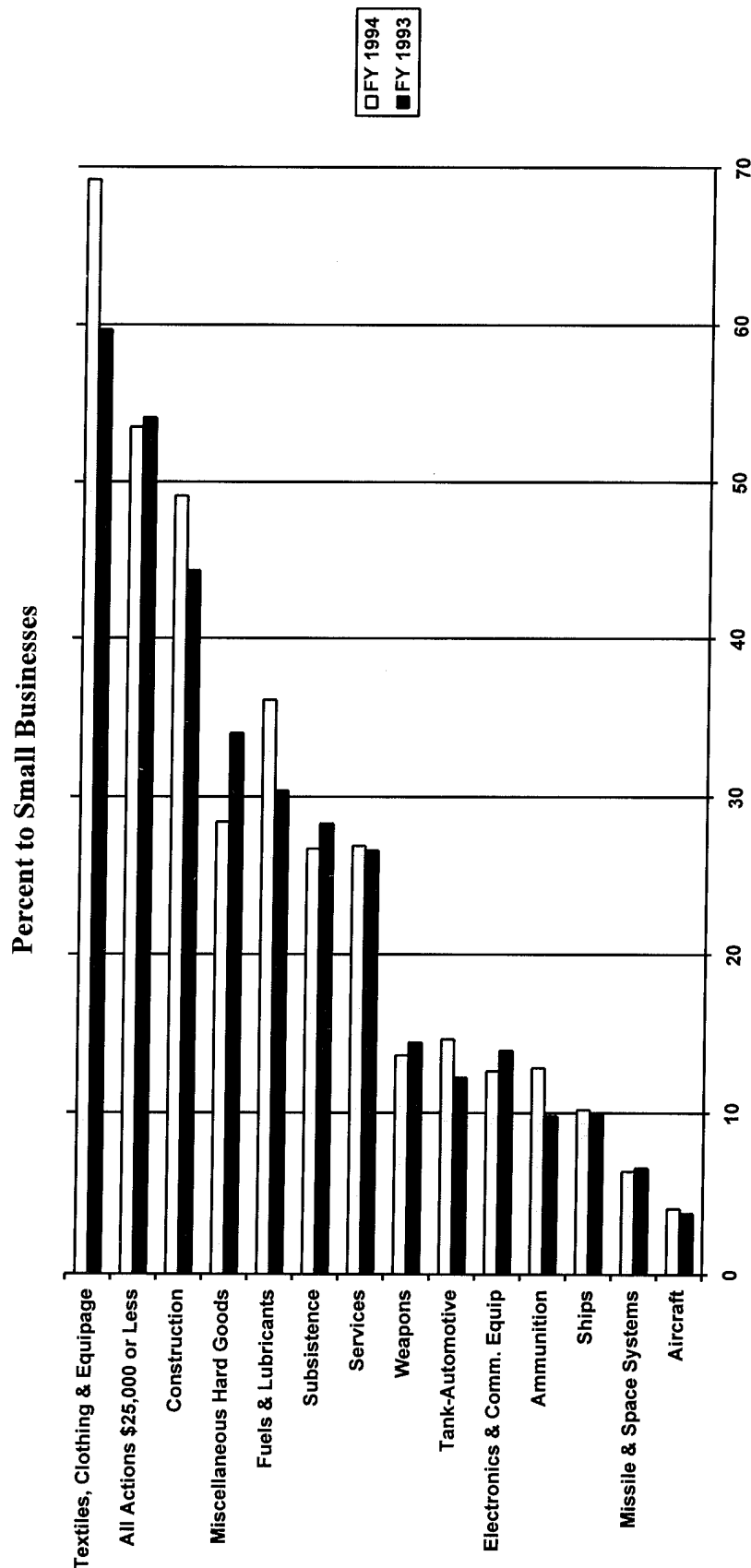
Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,  
by Procurement Program: FY 1994 - FY 1993

Net Value to All Businesses



# Chart III (concluded)

Net Value of DoD Prime Contract Awards to All Businesses and Percent Distribution to Small Businesses,  
by Procurement Program: FY 1994 - FY 1995



**TABLE 6**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1994 - FY 1990** <sup>A/</sup>

PROCUREMENT PROGRAM		NET VALUE (\$000)					PERCENT				
		FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY '94	FY '93	FY '92	FY '91	FY '90
TOTAL B/ INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. C/ EDUCATIONAL AND NONPROFIT INSTITUTIONS		\$132,219,300	\$138,307,134	\$136,296,711	\$150,855,269	\$144,672,473					
		11,097,605	12,863,802	9,576,847	11,947,932	9,964,253					
		5,602,092	5,826,463	5,941,341	9,178,174	7,149,132					
		3,315,355	3,443,799	3,438,236	3,645,617	3,529,523					
BUSINESS FIRMS FOR WORK IN THE U.S.											
BUSINESS FIRMS TOTAL		112,013,450	116,007,150	117,150,787	125,878,379	123,820,831	100.0	100.0	100.0	100.0	100.0
MAJOR HARD GOODS (SUBTOTAL)		59,242,008	64,545,052	67,052,198	74,127,414	79,120,269	52.9	55.6	57.2	58.9	63.9
Aircraft		23,497,249	22,951,997	24,089,254	23,637,167	23,994,463	21.0	19.8	20.5	18.8	19.4
Missile and Space Systems		11,591,323	12,133,067	13,102,239	16,351,898	17,136,849	10.3	10.5	11.2	13.0	13.8
Ships		6,836,228	9,006,798	8,255,915	9,313,719	10,303,581	6.1	7.8	7.0	7.4	8.3
Tank-Automotive		2,383,673	2,354,113	2,724,878	4,322,993	3,322,970	2.1	2.0	2.3	3.4	2.7
Weapons		1,028,736	1,210,560	1,418,550	1,717,428	1,842,130	0.9	1.0	1.2	1.4	1.5
Ammunition		1,467,799	2,676,436	3,245,950	3,564,703	4,032,453	1.3	2.3	2.8	2.8	3.3
Electronics and Communications Equip.		12,441,000	14,212,080	14,235,413	15,219,506	18,487,823	11.1	12.3	12.2	12.1	14.9
SERVICES		17,663,185	17,514,588	17,330,305	16,937,287	14,637,670	15.8	15.1	14.8	13.5	11.8
ALL OTHER (SUBTOTAL)		35,108,257	33,947,511	32,758,284	34,813,578	30,062,892	31.3	29.3	28.0	27.7	24.3
Subsistence		1,513,081	1,741,204	1,497,948	2,243,209	1,605,594	1.4	1.5	1.3	1.8	1.3
Textiles, Clothing, and Equipage		1,568,721	1,573,910	1,646,719	1,332,714	1,744,857	0.5	0.5	0.6	1.1	0.6
Fuels and Lubricants		3,374,005	3,203,700	2,767,897	3,680,514	3,771,388	3.0	2.8	2.4	2.9	3.0
Miscellaneous Hard Goods		6,329,272	7,500,406	7,441,649	7,620,672	7,056,180	5.7	6.5	6.4	6.1	5.7
Construction		11,577,252	8,790,497	8,250,531	8,586,177	5,757,232	10.3	7.6	7.0	6.8	4.6
All Actions of \$25,000 or Less		11,745,927	12,137,794	12,163,540	11,350,392	11,127,661	10.5	10.5	10.4	9.0	9.0
PERCENT OF TOTAL											
SMALL BUSINESS FIRMS FOR WORK IN THE U.S.											
SMALL BUSINESS FIRMS TOTAL		24,805,355	24,871,687	23,988,906	25,936,484	23,955,745	22.1	21.4	20.5	20.6	19.3
MAJOR HARD GOODS (SUBTOTAL)		4,627,359	5,257,549	5,417,521	5,788,734	6,102,841	7.8	8.1	8.1	7.8	7.7
Aircraft		880,059	931,255	832,537	1,144,071	1,082,380	3.7	4.1	3.5	4.8	4.5
Missile and Space Systems		761,273	773,104	792,500	687,450	675,614	6.6	6.4	6.0	4.2	3.9
Ships		678,043	914,784	1,069,973	1,143,097	1,588,697	9.9	10.2	13.0	12.3	15.4
Tank-Automotive		290,855	344,194	427,519	602,807	465,825	12.2	14.6	15.7	13.9	14.0
Weapons		147,688	185,047	185,731	204,319	239,634	14.4	13.6	13.1	11.9	13.0
Ammunition		144,345	341,837	386,706	301,724	371,300	9.8	12.8	11.9	8.5	9.2
Electronics and Communications Equip.		1,725,097	1,787,427	1,722,555	1,705,266	1,679,391	13.9	12.6	12.1	11.2	9.1
SERVICES		4,701,959	4,709,237	4,419,784	4,333,665	4,202,934	26.6	26.9	25.5	25.6	28.7
ALL OTHER (SUBTOTAL)		15,476,036	14,904,801	14,151,600	15,814,085	13,649,970	44.1	43.9	43.2	45.4	45.4
Subsistence		428,085	464,125	415,161	1,059,874	591,267	28.3	26.7	27.7	47.2	43.1
Textiles, Clothing, and Equipage		393,379	342,344	332,792	712,912	496,357	59.2	59.7	51.5	53.5	66.6
Fuels and Lubricants		1,024,651	1,157,698	835,273	2,155,036	1,053,014	36.1	36.1	24.8	27.9	27.9
Miscellaneous Hard Goods		2,153,722	2,128,909	2,001,855	2,155,036	2,087,270	34.0	28.4	26.9	28.3	29.6
Construction		5,154,832	4,315,403	4,151,627	4,121,850	3,122,523	44.3	49.1	50.3	53.8	54.2
All Actions of \$25,000 or Less		6,351,327	6,496,322	6,414,889	6,335,357	6,199,539	54.1	53.5	52.7	56.0	55.7

A/ For definitions and coverage, see notes on coverage.  
 B/ Commencing with FY 1989, the total includes tariff or Regulated Acquisitions not included elsewhere in this table  
 C/ Includes foreign concerns with performance in U.S.

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**TABLE 6 (concluded)**  
**DoD Prime Contract Awards to All Businesses and to Small Businesses,**  
**by Procurement Program: FY 1989 - FY 1985** <sup>R/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)					PERCENT			
	FY 1989	FY 1988	FY 1987	FY 1986	FY 1985	FY '89	FY '88	FY '87	FY '86
<b>TOTAL B/</b>									
INTERAGENCY/FMS	\$139,343,457	\$151,352,713	\$156,507,586	\$158,829,340	\$163,725,360				
FOR WORK OUTSIDE THE U.S. C/	9,579,291	8,919,370	8,808,963	9,883,818	12,398,566				
EDUCATIONAL AND NONPROFIT INSTITUTIONS	6,380,922	8,149,175	8,863,365	9,080,746	8,611,099				
	3,272,473	3,469,352	3,494,958	3,367,718	3,129,061				
<b>BUSINESS FIRMS TOTAL</b>									
MAJOR HARD GOODS (SUBTOTAL)	120,002,855	130,814,816	135,340,300	136,497,058	139,586,634	100.0	100.0	100.0	100.0
Aircraft	79,917,592	85,855,513	93,015,159	92,822,136	98,144,846	66.6	65.6	68.7	68.0
Missile and Space Systems	24,225,694	26,439,566	27,983,991	32,287,221	34,579,580	20.2	19.1	20.5	23.6
Ships	18,738,096	19,682,366	19,731,784	19,355,707	18,667,899	15.6	15.1	14.6	14.2
Tank-Automotive	3,826,233	3,775,320	3,826,525	5,424,931	10,404,343	8.0	10.5	8.5	6.9
Weapons	1,518,643	1,667,409	2,038,896	2,284,326	5,152,255	3.2	3.0	3.6	3.8
Ammunition	3,900,238	4,119,354	4,585,004	2,389,503	4,618,277	1.3	1.3	1.6	1.7
Electronics and Communications Equip.	18,120,546	17,753,289	22,567,471	19,743,183	22,037,658	15.1	13.6	16.7	14.5
<b>SERVICES</b>									
ALL OTHER (SUBTOTAL)	11,708,407	12,029,739	11,044,330	10,447,432	9,126,012	9.8	9.2	8.2	7.7
Subsistence	28,376,856	32,928,564	31,280,811	33,227,490	32,315,775	23.6	25.2	23.1	24.3
Textiles, Clothing, and Equipage	1,265,301	1,259,007	1,178,445	1,261,358	1,023,603	0.9	0.9	0.9	0.7
Fuels and Lubricants	859,517	1,150,449	985,534	1,057,914	1,143,180	0.7	0.8	0.7	0.8
Miscellaneous Hard Goods	3,475,105	3,292,185	3,037,834	7,235,691	6,307,354	2.9	2.7	2.7	5.3
Construction	6,995,804	7,745,382	6,020,944	5,547,986	5,452,732	5.8	5.3	4.2	4.5
All Actions of \$25,000 or Less	7,435,552	8,066,574	8,895,666	7,632,728	7,895,620	6.2	6.2	6.6	4.1
	8,345,517	11,414,367	11,162,388	10,491,813	10,493,287	7.0	8.7	8.2	7.7
<b>SMALL BUSINESS FIRMS FOR WORK IN THE U.S.</b>									
<b>SMALL BUSINESS TOTAL</b>									
MAJOR HARD GOODS (SUBTOTAL)	22,771,551	25,228,786	26,624,157	26,914,262	26,048,769	19.0	19.3	19.7	19.7
Aircraft	5,688,817	5,854,002	7,145,431	7,481,432	6,801,601	7.1	6.8	7.7	8.1
Missile and Space Systems	1,110,770	1,119,120	1,310,050	1,354,528	1,181,395	4.6	4.5	4.7	4.2
Ships	1,702,396	1,659,297	1,768,294	1,645,708	1,453,777	3.7	3.7	3.9	3.3
Tank-Automotive	357,394	394,365	1,475,831	1,499,882	1,298,853	14.2	8.7	12.9	15.9
Weapons	213,145	235,679	710,468	778,849	921,941	9.4	10.0	14.6	14.9
Ammunition	301,679	412,887	330,176	343,008	252,562	14.0	14.1	15.7	14.9
Electronics and Communications Equip.	1,643,575	1,833,023	2,111,533	617,803	643,163	7.7	10.0	9.6	13.8
<b>SERVICES</b>									
ALL OTHER (SUBTOTAL)	3,461,160	3,770,752	3,465,667	2,908,988	2,600,109	9.1	10.3	9.4	11.4
Subsistence	13,621,574	15,604,032	16,013,059	16,523,842	16,647,059	29.6	31.3	31.4	27.8
Textiles, Clothing, and Equipage	443,194	500,215	411,720	488,925	423,505	48.0	47.4	51.2	49.7
Fuels and Lubricants	1,956,614	800,845	740,599	890,877	946,738	42.9	39.7	34.9	39.6
Miscellaneous Hard Goods	1,870,828	2,706,884	857,598	1,839,118	1,699,018	70.6	75.5	75.1	84.2
Construction	4,666,323	5,214,395	2,342,794	2,403,778	2,157,975	33.2	20.4	28.2	26.2
All Actions of \$25,000 or Less	4,688,670	6,299,397	6,124,158	5,083,109	5,754,887	28.2	28.6	38.9	43.3
				5,748,035	5,664,536	56.1	55.2	54.9	54.8

Note: Refer to first page of this table for footnotes.

**TABLE 6a**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>a/</sup>

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1994							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$112,013,450	\$23,715,470	\$34,976,561	\$33,947,653	\$7,972,247	\$2,614,310	\$8,787,208
MAJOR HARD GOODS (SUBTOTAL)	53,242,008	11,756,880	21,679,925	24,344,249	509,293	44,188	907,473
Aircraft	23,497,249	1,862,413	6,952,201	14,483,901	189,949	0	8,785
Missile and Space Systems	11,591,323	3,061,836	3,628,431	4,895,613	4,938	0	506
Ships	6,836,228	12,576	6,755,185	3,752	47,826	16,107	782
Tank-Automotive	2,383,673	2,142,026	59,677	102,334	68,914	0	546
Weapons	1,024,736	382,492	144,158	7,797	7,797	0	90
Ammunition	1,467,799	1,117,197	144,603	205,873	125	0	0
Electronics and Communications Equip.	12,441,000	3,070,643	3,747,336	4,508,608	189,744	27,905	896,764
SERVICES	17,663,185	4,914,891	5,354,598	4,092,913	191,776	413,528	2,695,480
ALL OTHER (SUBTOTAL)	35,108,257	7,043,699	7,942,039	5,510,491	7,271,178	2,156,595	5,184,255
Substance	1,513,081	17,018	12,865	46	850,333	0	633,019
Textiles, Clothing, and Equipage	558,731	44,219	15,317	26,095	432,901	152	37
Fuels and Lubricants	3,374,095	5,519	20,887	7,840	3,339,824	0	239
Miscellaneous Hard Goods	6,329,272	82,358	1,782,920	2,251,275	806,508	126,471	535,241
Construction	11,577,232	4,468,359	3,861,844	1,866,694	174,084	1,727,330	81,541
All Actions of \$25,000 or Less	11,745,927	1,683,098	2,249,007	1,738,541	1,777,919	302,644	3,994,719
FISCAL YEAR 1993							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$116,007,150	\$23,614,026	\$37,241,099	\$34,379,675	\$7,922,547	\$2,457,709	\$9,792,095
MAJOR HARD GOODS (SUBTOTAL)	64,545,052	13,389,464	25,556,043	24,688,187	454,847	41,583	415,128
Aircraft	22,951,997	2,054,809	7,920,355	12,863,796	113,967	0	30-
Missile and Space Systems	12,133,067	3,493,855	3,300,212	5,331,682	3,715	177	3,427
Ships	9,006,798	13,144	8,925,149	3,747	52,521	12,237	0
Tank-Automotive	2,354,113	2,098,909	66,259	113,318	75,237	390	0
Weapons	1,210,560	496,296	529,303	180,837	3,567	0	557
Ammunition	2,676,436	1,820,018	277,838	578,443	50	0	86
Electronics and Communications Equip.	14,212,080	3,412,432	4,536,927	5,616,364	206,491	28,778	411,087
SERVICES	17,514,588	4,157,966	5,204,708	3,633,456	207,671	483,993	3,826,794
ALL OTHER (SUBTOTAL)	33,947,511	6,066,596	6,480,347	6,658,032	7,260,229	1,932,133	5,550,173
Substance	1,741,204	16,726	12,680	0	982,323	0	729,475
Textiles, Clothing, and Equipage	573,910	24,367	4,393	14,342	530,260	48	0
Fuels and Lubricants	3,203,700	8,314	23,212	11,140	3,160,184	145	705
Miscellaneous Hard Goods	7,500,405	981,633	1,622,757	3,342,333	886,218	100,393	567,072
Construction	8,790,497	3,279,047	2,414,928	1,506,222	18,378	1,557,337	14,587
All Actions of \$25,000 or Less	12,137,794	1,756,009	2,402,378	1,783,995	1,682,866	274,210	4,238,335

A/ For definitions and coverage, see notes on coverage.  
B/ Excludes foreign concerns with performance in U.S.

**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1992 - FY 1991**

R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM							
TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES	
FISCAL YEAR 1992							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)							
Aircraft	24,069,254	2,860,762	13,797,218	141,634	973	307	
Missile and Space Systems	13,102,239	3,765,675	4,606,526	4,780	0	9,333	
Ships	8,255,915	22,604	8,154,983	51,263	25,514	638	
Tank-Automotive	2,724,878	2,458,191	147,188	70,724	119	348	
Weapons	1,418,550	792,078	162,947	4,478	0	37	
Ammunition	3,245,950	2,764,969	316,583	285	0	138	
Electronics and Communications Equip.	14,235,413	3,095,208	5,029,193	209,823	27,600	359,266	
SERVICES	17,330,305	3,942,837	3,618,489	153,805	417,583	4,000,221	
ALL OTHER (SUBTOTAL)	32,768,284	5,627,467	6,041,986	6,640,145	2,250,751	5,494,972	
Subsistence	1,497,948	21,515	3,306	831,255	0	628,111	
Textiles, Clothing, and Equipage	546,719	111,075	993	521,534	126	0	
Fuels and Lubricants	2,767,897	21,674	10,266	2,723,151	774	0	
Miscellaneous Hard Goods	7,441,649	1,644,289	3,048,103	1,050,117	156,161	473,137	
Construction	8,250,531	2,723,456	1,159,842	21,999	1,851,947	20,352	
All Actions of \$25,000 or Less	12,163,540	1,679,905	1,819,476	1,492,088	241,743	4,373,372	
FISCAL YEAR 1991							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)							
Aircraft	23,637,167	3,002,400	13,800,630	221,505	1,332	326	
Missile and Space Systems	16,351,898	4,241,630	7,168,130	9,701	0	4,967	
Ships	9,313,719	18,212	9,183,830	5,696	14,938	181	
Tank-Automotive	4,322,993	4,073,012	105,435	94,414	262	0	
Weapons	1,717,428	809,755	205,920	12,658	0	1,497	
Ammunition	3,564,703	2,920,805	101,694	14,855	0	0	
Electronics and Communications Equip.	15,219,506	3,155,873	5,924,811	277,058	31,728	313,081	
SERVICES	16,937,287	3,868,850	4,907,696	119,230	320,810	2,618,743	
ALL OTHER (SUBTOTAL)	34,813,678	7,521,306	8,128,603	9,765,741	1,863,899	530,540	
Subsistence	2,243,209	129,461	71,021	1,989,835	0	0	
Textiles, Clothing, and Equipage	1,332,714	161,819	21,468	1,127,546	712	0	
Fuels and Lubricants	3,680,514	8,502	11,122	3,635,462	212	673	
Miscellaneous Hard Goods	7,820,672	1,225,889	2,978,784	1,425,187	101,584	353,951	
Construction	8,586,177	2,991,580	1,343,749	1,493,248	1,493,248	13,393	
All Actions of \$25,000 or Less	11,350,392	3,004,055	3,702,459	1,560,447	268,143	162,523	

Note: Refer to first page of this table for footnotes.

**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1990 - FY 1989**

A/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)							
Aircraft	23,994,463	3,788,506	7,458,794	12,549,506	197,578	105	26--
Missile and Space Systems	17,136,849	3,784,674	4,954,980	8,383,419	7,498	0	6,278
Ships	10,303,581	14,925	10,208,678	9,296	58,856	0	0
Tank-Automotive	3,322,970	3,134,647	7,709	130,250	50,370	144	150--
Weapons	1,842,130	1,022,649	547,984	265,304	6,193	0	0
Ammunition	4,032,453	3,129,863	847,804	55,759	0	0	1,166--
Electronics and Communications Equip.	18,487,823	4,151,660	6,633,577	6,936,119	272,679	10,088	483,700
SERVICES	14,637,670	3,193,190	5,034,324	3,344,751	167,953	309,742	2,587,710
ALL OTHER (SUBTOTAL)	30,062,892	5,948,482	6,025,737	7,364,293	8,541,714	1,686,401	496,265
Subsistence	1,605,594	122,661	54,628	42,108	1,386,269	0	72--
Textiles, Clothing, and Equipage	744,857	127,592	13,574	45,510	657,592	286	607
Fuels and Lubricants	3,771,388	12,933	6,093	8,102	3,742,871	1,038	351
Miscellaneous Hard Goods	7,056,160	1,083,754	1,734,624	2,560,940	1,217,261	103,982	355,599
Construction	5,757,232	1,729,667	1,746,583	901,456	11,864	1,355,308	12,354
All Actions of \$25,000 or Less	11,127,661	2,972,179	2,470,235	3,806,177	1,525,857	225,787	127,426
FISCAL YEAR 1989							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)							
Aircraft	24,225,694	3,077,892	8,428,859	12,529,513	189,372	0	42--
Missile and Space Systems	18,735,096	4,198,865	6,355,037	8,174,870	5,744	0	580
Ships	9,586,142	67,111	9,423,005	888	99,755	5,383	0
Tank-Automotive	3,821,233	3,637,902	10,211	121,963	50,893	66	198
Weapons	1,518,643	658,067	557,251	286,565	7,041	0	281--
Ammunition	3,900,238	2,885,726	948,366	66,060	86	0	0
Electronics and Communications Equip.	18,120,546	5,003,681	5,829,349	6,653,674	240,046	17,777	376,019
SERVICES	11,708,407	2,646,796	3,754,449	2,782,163	314,840	170,020	2,040,139
ALL OTHER (SUBTOTAL)	28,376,856	5,266,027	6,859,195	6,333,618	8,269,615	1,241,002	407,399
Subsistence	1,265,301	74,546	25,816	44,532	1,120,407	0	0
Textiles, Clothing, and Equipage	1,855,577	16,714	7,312	15,127	820,424	0	0
Fuels and Lubricants	3,475,105	7,967	3,878	9,904	3,382,076	609	671
Miscellaneous Hard Goods	6,993,804	1,002,624	1,616,954	2,845,254	1,145,960	78,198	305,814
Construction	7,333,552	2,618,592	2,649,601	1,069,560	1,20,573	1,069,859	9,457
All Actions of \$25,000 or Less	8,345,517	1,476,584	2,555,734	2,349,241	1,780,175	92,326	91,457

Note: Refer to first page of this table for footnotes.

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**TABLE 6a (continued)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1988 - FY 1987** R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1988							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$130,814,816	\$27,534,472	\$50,053,675	\$39,500,915	\$9,243,680	\$2,034,804	\$2,347,270
MAJOR HARD GOODS (SUBTOTAL)	85,856,513	17,682,974	38,136,526	28,879,158	607,607	25,464	524,784
Aircraft	24,978,326	2,863,794	9,325,897	12,642,371	146,264	0	0
Missile and Space Systems	19,693,980	3,948,705	7,230,739	8,503,094	8,569	0	3,183
Ships	13,716,230	30,758	13,573,711	1,068	98,113	11,579	0
Tank-Automotive	3,927,925	3,788,864	12,481	86,355	39,547	549	29
Weapons	1,667,409	680,001	649,761	332,720	4,927	0	0
Ammunition	4,119,354	3,245,507	765,768	107,972	309,290	0	0
Electronics and Communications Equip.	17,753,289	3,125,345	6,578,169	7,205,577	107	13,336	521,572
SERVICES	12,029,739	2,786,069	4,193,941	3,096,806	185,291	247,898	1,539,734
ALL OTHER (SUBTOTAL)	32,928,564	7,065,429	7,723,208	7,624,951	8,470,782	1,761,442	282,752
Subsistence	1,259,007	86,375	53,120	38,767	1,080,745	0	0
Textiles, Clothing, and Equipment	1,150,449	1,025	14,386	37,815	1,057,188	0	35
Fuels and Lubricants	3,292,185	19,257	16,394	18,140	3,238,326	28	0
Miscellaneous Hard Goods	7,745,332	1,065,943	1,769,957	3,403,603	1,273,632	102,225	100,022
Construction	8,066,574	2,888,310	2,709,382	1,006,915	16,675	1,434,275	11,017
All Actions of \$25,000 or Less	11,414,967	2,934,479	3,159,969	3,119,711	1,804,216	224,914	171,678
FISCAL YEAR 1987							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/	\$135,340,300	\$31,003,105	\$48,943,978	\$40,614,762	\$9,232,111	\$1,859,034	\$3,687,310
MAJOR HARD GOODS (SUBTOTAL)	93,015,159	20,508,494	38,071,081	32,042,970	611,982	37,859	1,742,773
Aircraft	27,683,991	3,366,735	9,770,721	14,424,755	121,780	0	0
Missile and Space Systems	19,781,484	3,827,817	7,415,709	8,535,161	2,569	0	228
Ships	11,474,728	69,401	11,306,744	4,615	67,703	26,264	0
Tank-Automotive	4,853,662	4,674,628	38,175	72,582	57,152	888	227
Weapons	2,098,819	699,746	1,033,839	361,858	3,376	0	0
Ammunition	4,555,004	3,544,326	528,613	482,065	349,392	0	0
Electronics and Communications Equip.	22,567,471	4,325,841	7,977,280	8,161,933	140,218	10,707	1,742,318
SERVICES	11,044,330	2,688,426	3,516,622	2,886,879	8,479,911	220,612	1,591,573
ALL OTHER (SUBTOTAL)	31,280,811	7,806,185	7,356,275	5,684,913	8,479,911	1,600,563	352,964
Subsistence	1,178,445	87,218	32,720	42,573	1,015,794	140	0
Textiles, Clothing, and Equipment	985,534	33,531	26,608	29,996	882,016	69	314
Fuels and Lubricants	3,037,834	54,106	32,869	1,140,183	2,930,633	438	868
Miscellaneous Hard Goods	6,020,944	1,165,583	1,637,768	1,335,576	1,774,270	87,809	155,331
Construction	8,895,666	3,435,987	2,784,323	3,097,665	9,965	1,292,304	37,511
All Actions of \$25,000 or Less	11,162,388	3,029,760	2,788,987	3,097,665	1,867,233	219,803	158,940

Note: Refer to first page of this table for footnotes.



**TABLE 6a (concluded)**  
**DoD Prime Contract Awards by Procurement Program,**  
**According to Defense Component: FY 1986 - FY 1985**

R/

(AMOUNTS IN THOUSANDS)

MAJOR PROGRAM	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	CIVIL FUNCTIONS	OTHER DEFENSE AGENCIES
FISCAL YEAR 1986							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$136,497,058	\$31,438,981	\$44,232,292	\$41,736,732	\$13,503,225	\$1,588,353	\$3,937,475
Aircraft	92,822,136	21,195,883	35,026,392	34,057,663	640,790	15,833	1,895,575
Missile and Space Systems	32,267,221	3,616,372	10,187,117	18,368,607	95,125	0	0
Ships	19,355,707	4,786,892	7,165,467	7,389,685	2,813	0	10,850
Tank-Automotive	9,412,931	65,707	9,269,915	1,228	64,893	11,388	0
Weapons	5,248,926	5,031,299	27,728	116,855	71,864	1,050	330
Ammunition	2,304,203	9,157,705	1,009,322	374,432	4,821	0	45
Electronics and Communications Equip.	4,489,965	3,180,970	598,456	712,436	58	0	0
SERVICES	19,743,183	3,598,938	6,770,357	7,094,380	401,836	3,395	1,874,277
ALL OTHER (SUBTOTAL)	10,447,432	2,978,639	2,978,639	2,989,707	128,021	172,890	1,824,426
Subsistence	33,227,490	7,889,349	6,227,261	4,689,362	12,734,414	1,399,630	287,474
Textiles, Clothing, and Equipage	1,261,358	85,378	52,630	28,976	1,084,374	0	0
Fuels and Lubricants	1,657,014	52,882	12,780	29,861	961,973	58	359
Miscellaneous Hard Goods	7,225,681	47,029	23,417	45,881	7,121,234	1,017	117
Construction	5,647,081	1,072,406	1,515,104	1,060,027	1,728,264	60,421	111,764
All Actions of \$25,000 or Less	10,491,813	2,816,447	2,745,662	785,736	7,196	1,124,063	19,835
				2,738,861	1,821,373	214,071	155,399
FISCAL YEAR 1985							
BUSINESS FIRMS FOR WORK IN THE U.S. (TOTAL) B/							
MAJOR HARD GOODS (SUBTOTAL)	\$139,586,634	\$31,192,491	\$45,656,475	\$45,468,686	\$12,189,521	\$1,624,135	\$3,455,326
Aircraft	98,144,846	21,528,199	36,609,846	37,660,685	590,188	31,148	1,724,780
Missile and Space Systems	34,579,580	3,728,610	10,203,015	20,559,971	87,984	0	0
Ships	18,667,899	3,720,210	6,613,693	8,329,883	2,243	0	1,870
Tank-Automotive	10,404,343	56,846	10,270,641	211	55,846	20,799	0
Weapons	5,152,256	4,954,620	38,860	99,896	56,900	1,440	540
Ammunition	2,618,277	1,243,399	1,098,152	272,267	4,459	0	0
Electronics and Communications Equip.	4,684,833	4,021,313	583,472	80,003	45	0	0
SERVICES	22,037,658	3,803,201	7,802,013	8,318,454	382,711	8,909	1,722,370
ALL OTHER (SUBTOTAL)	9,126,012	1,963,579	2,624,695	2,800,418	121,830	129,279	1,486,211
Subsistence	32,315,776	7,700,713	6,421,934	5,007,583	11,477,503	1,463,708	244,335
Textiles, Clothing, and Equipage	1,023,603	92,041	32,243	27,823	871,496	0	0
Fuels and Lubricants	1,143,180	62,494	15,158	42,438	1,021,985	115	0
Miscellaneous Hard Goods	6,307,354	35,171	20,061	60,054	6,189,643	1,103	1,232
Construction	5,462,732	1,305,386	1,469,008	1,137,522	1,395,205	67,045	98,566
All Actions of \$25,000 or Less	7,885,620	3,427,273	2,237,907	986,060	1,111,764	1,198,674	23,942
	10,493,287	2,778,348	2,646,557	2,753,686	1,937,410	196,661	120,595

Note: Refer to first page of this table for footnotes.

# AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION

The net value and percentage distribution of awards for research, development, test, and evaluation (RDT&E), by type of contractor, for FY 1985 through FY 1994 are shown in Table 7, page 31.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other Government Agencies, amounted to \$21,491 million during FY 1994 and accounted for 18.6 percent of all DoD procurement. During FY 1993, the comparable amount was \$21,694 million, which was 18.2 percent of the total awards.

As shown in Table 7, the Department of the Air Force had the largest amount of RDT&E awards in each of the last ten years. RDT&E awards accounted for 73.3 percent of the contracts awarded by the Department-of the Air Force to Educational and Nonprofit Institutions during FY 1994.

Between FY 1985 and FY 1989, the relative dollar share of RDT&E procurement to total procurement (excluding awards for work outside the United States and orders to other Government agencies) steadily increased from 13.1 percent in FY 1985 to 17.9 percent in FY 1989. Decreases are shown for both FY 1990 and FY 1991 to 17.3 percent and 15.8 percent, respectively. Awards again increased in FY 1992, to 17.7 percent, and again in FY 1993 to 18.2 percent. In FY 1994, the percentage of RDT&E procurement to total procurement reached a ten year high of 18.6 percent.

Contract awards for RDT&E, by procurement program, are shown for FY 1985 through FY 1994 in Table 8, page 33. This table shows the percentage of RDT&E awards in each program based on the totals shown in Table 6.

**TABLE 7**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1994 - FY 1990** <sup>A/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1994		FY 1993		FY 1992		FY 1991		FY 1990	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$21,891,466		\$22,374,509		\$21,811,684		\$20,981,043		\$22,404,659	
<b>INTERAGENCY/FMS</b>	220,564		512,009		300,138		212,038		171,345	
<b>FOR WORK OUTSIDE U. S. B/</b>	179,731		168,953		170,040		294,980		218,346	
<b>TOTAL, EXCEPT ABOVE</b>	21,491,171	18.6	21,693,648	18.2	21,341,505	17.7	20,474,025	15.8	22,014,968	17.3
Army	4,745,720	19.3	4,600,940	18.9	4,955,532	19.0	4,414,420	14.6	3,801,306	13.3
Navy	5,772,119	16.0	4,934,734	13.0	5,035,775	12.9	4,275,209	10.6	5,447,830	12.8
Air Force	9,548,485	27.3	9,760,946	26.8	8,672,620	24.7	9,728,463	23.2	11,073,245	27.1
Defense Logistics Agency	4,450	0.2	11,191	0.1	11,067	0.1	7,271	0.1	19,804	0.2
Civil Functions	12,283	0.5	13,555	0.5	12,187	0.4	9,028	0.4	6,683	0.3
Other Defense Agencies	1,409,513	15.8	2,371,181	23.4	2,654,322	26.1	2,039,634	52.9	1,666,100	42.2
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	2,207,012	66.6	2,133,946	62.0	2,311,093	67.2	2,556,239	70.1	2,767,494	78.4
Army	512,330	57.1	235,536	31.0	209,482	30.0	240,395	37.9	227,245	51.3
Navy	858,747	78.6	551,584	73.9	685,720	79.2	627,252	75.4	656,987	78.5
Air Force	766,091	73.3	1,183,460	80.9	1,139,345	79.9	1,312,733	83.3	1,556,279	87.4
Defense Logistics Agency	3,015	2.8	11,434	10.9	11,065	10.2	7,265	3.7	14,873	13.5
Civil Functions	5,108	21.1	5,128	18.9	5,191	22.3	3,813	18.1	3,308	12.5
Other Defense Agencies	61,722	41.4	146,805	42.7	260,290	82.4	364,781	94.2	308,802	93.0
<b>BUSINESS FIRMS FOR WORK IN THE U.S.</b>	19,284,159	17.2	19,559,701	16.9	19,030,412	16.2	17,917,786	14.2	19,247,474	15.5
Army	4,233,390	17.9	4,365,404	18.5	4,746,050	18.7	4,174,025	14.1	3,574,061	12.7
Navy	4,915,973	14.1	4,383,150	11.8	4,350,055	11.4	3,647,957	9.2	4,780,843	11.5
Air Force	8,778,395	25.9	8,577,486	24.5	7,533,275	22.3	8,415,730	20.9	9,516,966	24.4
Defense Logistics Agency	1,435	*	758	*	2	*	6	*	4,931	0.1
Civil Functions	7,175	0.3	8,527	0.3	5,997	0.3	5,215	0.2	3,375	0.2
Other Defense Agencies	1,347,751	15.3	2,224,376	22.7	2,394,033	24.3	1,674,853	48.3	1,357,298	37.5
<b>SMALL BUSINESS FIRMS</b>	2,232,953	9.0	2,278,685	9.2	1,941,439	8.1	1,652,391	6.4	1,730,988	7.2
Army	721,515	11.3	750,983	11.7	686,965	11.4	553,793	8.2	487,134	8.4
Navy	561,071	9.2	580,889	8.1	510,043	6.7	470,054	6.0	533,847	7.0
Air Force	592,155	11.5	632,389	11.9	462,107	9.9	432,625	8.1	493,237	9.5
Defense Logistics Agency	139	*	8	*	2	*	6	*	2,434	0.1
Civil Functions	5,702	0.5	5,738	0.7	6,067	0.6	4,403	0.5	2,541	0.3
Other Defense Agencies	252,371	17.5	307,678	20.3	265,255	17.0	191,510	28.0	211,795	34.9

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes foreign firms for performance in U.S.  
 \* Less than 0.05 percent.

NOTE: Percentages are based on total dollars shown in Table 3.

**TABLE 7 (concluded)**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Type of Contractor and Defense Component: FY 1989 - FY 1985** <sup>R/</sup>

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FY 1989		FY 1988		FY 1987		FY 1986		FY 1985	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$23,260,820		\$22,601,657		\$21,867,373		\$19,866,651		\$18,995,920	
<b>INTERAGENCY/FMS</b>	1,032,050		166,028		150,594		118,810		132,146	
<b>FOR WORK OUTSIDE U. S. B/</b>	192,227		167,745		200,688		181,611		124,636	
<b>TOTAL, EXCEPT ABOVE</b>	22,036,543	17.9	22,267,884	16.6	21,516,091	15.5	19,566,230	14.0	18,739,138	13.1
Army	4,205,809	15.1	3,296,264	11.8	3,164,453	10.1	2,841,728	8.9	2,410,122	7.6
Navy	6,333,132	14.7	6,466,685	12.6	7,366,012	14.7	7,266,119	16.1	5,419,172	14.0
Air Force	9,954,085	25.8	11,727,097	28.5	9,852,135	23.3	8,276,587	19.2	8,728,882	18.6
Defense Logistics Agency	10,495	0.1	30,135	0.3	39,551	0.4	18,282	0.1	25,989	0.2
Civil Functions	5,892	0.4	5,389	0.3	3,695	0.2	2,683	0.2	2,520	0.2
Other Defense Agencies	1,527,130	51.2	742,314	29.8	1,090,245	28.0	1,140,811	27.2	1,062,438	29.2
<b>EDUCATIONAL + NONPROFIT INSTITUTIONS</b>	2,587,893	79.1	2,747,010	79.2	2,709,218	77.5	2,616,458	77.7	2,462,973	78.7
Army	280,467	66.4	287,306	60.7	283,469	59.8	258,140	59.1	228,339	56.7
Navy	721,944	75.8	947,976	83.0	888,996	82.2	985,425	85.6	954,591	89.0
Air Force	1,432,741	89.3	1,395,297	86.4	1,355,845	85.0	1,217,643	84.0	1,123,151	84.5
Defense Logistics Agency	8,816	7.7	20,603	23.2	23,493	23.5	6,880	7.6	9,475	11.5
Civil Functions	2,716	14.1	1,507	3.6	1,676	5.1	669	1.6	168	0.3
Other Defense Agencies	141,209	88.7	114,321	80.6	155,739	73.3	147,701	74.7	147,249	81.6
<b>BUSINESS FIRMS FOR WORK IN THE U. S.</b>	19,448,650	16.2	19,520,874	14.9	18,806,873	13.9	16,949,772	12.4	16,276,165	11.7
Army	3,925,342	14.3	3,028,958	11.0	2,880,984	9.3	2,583,588	8.2	2,181,783	7.0
Navy	5,611,188	13.3	5,518,709	11.0	6,477,016	13.2	6,300,694	14.2	5,564,581	12.2
Air Force	8,521,344	23.1	10,331,800	26.1	8,496,290	20.9	7,058,944	16.9	7,597,738	16.7
Defense Logistics Agency	1,679	0.2	9,532	0.1	16,058	0.2	11,412	0.1	16,522	0.1
Civil Functions	3,176	0.2	3,882	0.2	2,019	0.1	2,024	0.1	352	0.1
Other Defense Agencies	1,385,921	49.1	627,993	26.8	934,506	25.3	993,110	24.8	915,189	26.5
<b>SMALL BUSINESS FIRMS</b>	1,456,510	6.4	1,446,030	5.7	1,488,073	5.6	1,263,937	4.7	1,187,546	4.6
Army	400,324	7.8	425,352	6.6	445,496	5.9	363,852	4.8	323,785	4.2
Navy	435,721	5.7	416,125	5.1	359,305	4.5	303,750	4.1	282,593	4.0
Air Force	471,585	10.3	457,490	8.9	474,427	8.8	403,463	8.3	400,629	8.5
Defense Logistics Agency	2,915	0.4	2,951	0.0	4,877	0.1	1,817	*	14,785	0.3
Civil Functions	2,915	0.4	2,951	0.3	1,585	0.2	1,492	0.2	1,766	0.3
Other Defense Agencies	145,416	32.1	144,112	30.6	212,383	27.1	189,563	30.2	165,578	29.8

NOTE: Refer to first page of this table for footnotes.

**TABLE 8**  
**DoD Prime Contract Awards for Research, Development, Test, and Evaluation**  
**by Procurement Program: FY 1994 - FY 1985** <sup>A/</sup>

PROCUREMENT PROGRAM	NET VALUE (\$000)						PERCENT				
	FY 1994	FY 1993	FY 1992	FY 1991	FY 1990	FY '94	FY '93	FY '92	FY '91	FY '90	FY '85
<b>TOTAL</b>											
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	\$21,891,466	\$22,374,509	\$21,811,684	\$20,981,043	\$22,404,559	16.6	16.2	16.0	13.9	15.5	
EDUCATIONAL AND NONPROFIT INSTITUTIONS											
BUSINESS FIRMS TOTAL											
MAJOR HARD GOODS (SUBTOTAL)	15,152,841	14,873,798	14,428,180	14,021,823	15,876,660	21.9	23.0	21.5	18.9	20.1	
Aircraft	5,755,715	5,056,198	5,355,729	5,855,443	4,325,590	22.2	21.9	16.6	13.1	18.0	
Missile and Space Systems	5,065,285	5,155,259	5,873,429	5,958,199	6,209,589	28.2	42.3	38.7	36.4	36.0	
Ships	323,877	327,188	318,573	309,530	309,682	8.8	12.4	10.2	10.2	10.8	
Tank-Automotive	348,071	422,628	348,232	459,225	361,789	12.4	18.0	12.8	10.6	14.0	
Weapons	278,104	273,186	268,501	315,254	435,052	5.6	23.6	18.9	18.4	23.6	
Ammunition	320,691	320,346	435,985	413,183	682,534	15.9	13.0	13.4	11.6	16.9	
Electronics and Communications Equip.	3,072,759	3,259,100	3,788,284	3,213,001	3,555,852	24.7	23.2	26.6	21.1	19.2	
SERVICES											
ALL OTHER (SUBTOTAL)	3,158,889	3,540,745	3,599,552	2,894,155	2,391,165	17.9	20.2	20.8	17.1	16.3	
Substance	1,033,595	1,145,158	1,001,680	1,001,808	979,649	4.4	3.4	3.1	2.9	3.3	
Textiles, Clothing, and Equipage	0	837	0	0	350	0.0	0.0	0.0	0.0	0.0	
Fuels and Lubricants	9,904	4,709	11,097	8,381	6,491	1.7	0.8	1.7	0.6	0.9	
Miscellaneous Hard Goods	4,145	4,075	3,696	2,957	2,817	0.1	0.1	0.1	0.1	0.1	
Construction	1,019,055	1,061,530	915,085	916,072	895,523	16.1	14.2	12.3	12.0	12.7	
All Actions of \$25,000 or Less	491	0	75	1,615	83	0.0	0.0	0.0	0.0	0.0	
	0	74,007	71,490	72,783	74,385	0.0	0.6	0.6	0.6	0.7	
<b>TOTAL</b>											
INTERAGENCY/FMS FOR WORK OUTSIDE THE U.S. B/ TOTAL, EXCEPT ABOVE	\$23,260,820	\$22,601,657	\$21,867,373	\$19,866,651	\$18,995,920	16.7	14.9	14.0	12.5	11.6	
EDUCATIONAL AND NONPROFIT INSTITUTIONS											
BUSINESS FIRMS TOTAL											
MAJOR HARD GOODS (SUBTOTAL)	16,215,161	17,087,446	16,622,698	15,179,229	14,600,815	20.3	19.9	17.9	16.4	14.9	
Aircraft	3,869,514	5,014,645	3,525,937	3,116,087	2,268,048	16.0	20.1	12.7	9.7	6.6	
Missile and Space Systems	6,152,463	6,822,793	6,928,393	5,905,202	6,128,666	32.8	34.6	35.0	30.5	32.8	
Ships	687,518	522,383	478,206	624,055	574,761	7.2	3.8	4.2	6.6	6.5	
Tank-Automotive	1,014,217	194,114	195,818	130,344	130,344	26.5	4.9	4.0	3.3	2.5	
Weapons	440,398	485,791	580,352	710,535	612,291	27.0	29.1	27.7	30.8	23.4	
Ammunition	701,172	389,439	489,439	512,291	322,892	18.0	11.4	10.7	8.6	6.9	
Electronics and Communications Equip.	3,379,879	3,578,535	4,424,553	4,266,871	4,462,813	18.7	20.2	19.6	21.6	20.3	
SERVICES											
ALL OTHER (SUBTOTAL)	2,303,270	1,786,477	1,566,433	1,334,153	1,245,151	19.7	14.9	14.2	12.8	13.6	
Substance	930,219	646,951	617,742	436,390	430,199	3.3	2.0	2.0	1.3	1.3	
Textiles, Clothing, and Equipage	50	357	109	0	0	0.0	0.0	0.0	0.0	0.0	
Fuels and Lubricants	3,229	4,379	8,341	8,195	11,078	0.4	0.4	0.8	0.8	0.0	
Miscellaneous Hard Goods	876,517	3,453	10,343	8,449	7,714	0.1	0.1	0.3	0.1	0.1	
Construction	415-	533,785	555,105	375,886	360,900	12.5	7.7	9.2	6.8	6.6	
All Actions of \$25,000 or Less	48,603	225	849	1,802	42,037	0.6	0.4	0.4	0.4	0.4	
		44,752	42,995	42,058	42,037						

A/ For definitions and coverage, see notes on coverage.  
B/ Includes foreign concerns with performance in U.S.  
\* Less than 0.05 percent.  
NOTE: Percentages are based on total dollars shown in Table 6.

Prepared By: *Washington Headquarters Services*  
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# AWARDS BY COMPETITION

## Awards by Extent of Competed Procurement

As shown in Table 9, page 39, total DoD awards subject to competition during FY 1994 and 1993 totaled \$110,187 million and \$112,455 million, respectively. A breakout of these awards is as follows:

	FY 1994		FY 1993	
	Dollars in		Dollars in	
	Millions	Percent	Millions	Percent
<b>Total</b>	\$ 110,187	100.0	\$ 112,455	100.0
Competed 1/	71,261	64.7	73,320	65.2
Follow-on	10,425	9.5	10,384	9.2
Not Competed	28,501	25.9	28,752	25.6

1/ See Glossary of Terms for definition.

Table 9 also gives the total for both actions and dollars by reporting Component for each of these categories.

Table 10, page 41, displays the extent of competed procurements by each Competition in Contracting Act (CICA) solicitation procedure, where applicable. Full and open competition procedures accounted for 80.7 percent of the competed post-CICA awards during FY 1994, compared to 76.7 percent for FY 1993. Actions of \$25,000 or less accounted for 10.0 percent (10.1 percent last year), and other than full and open competition, 9.2 percent (13.2 percent last year).

## Solicitation Procedures

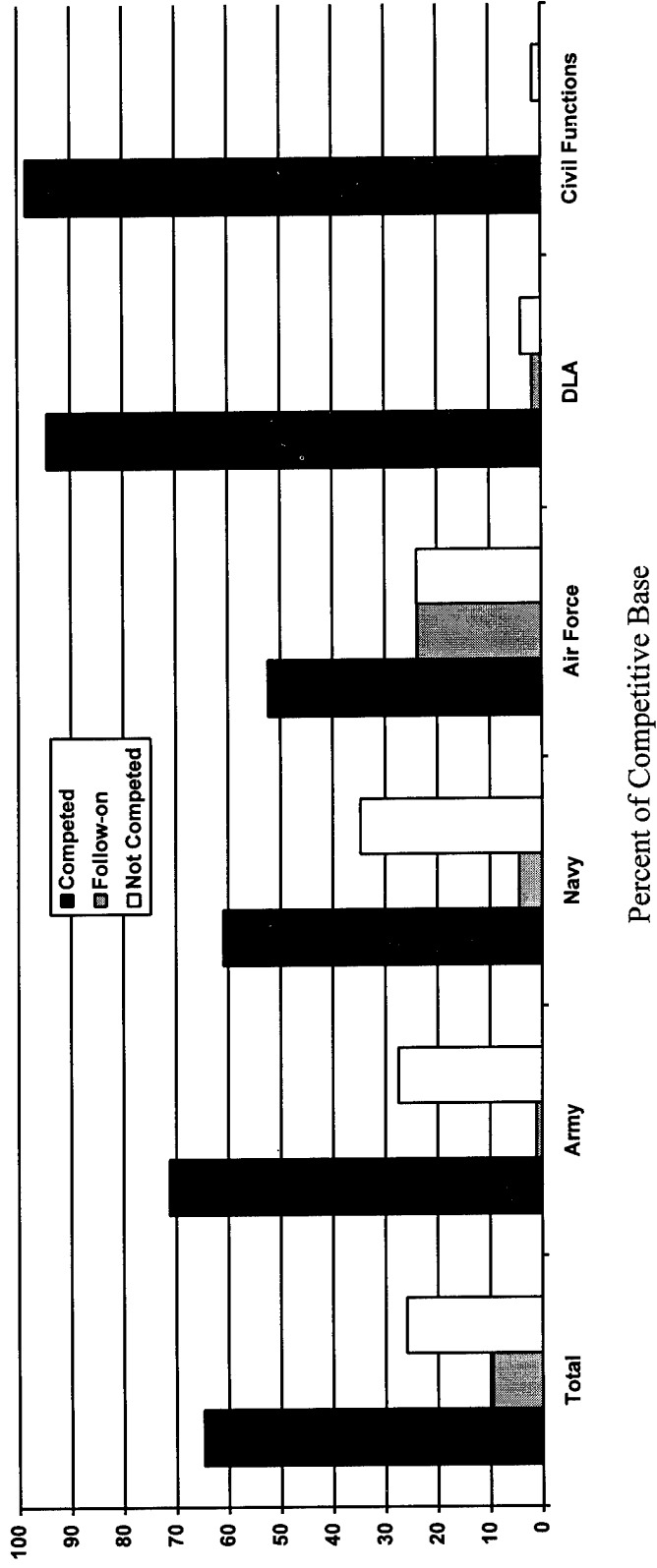
Tables 13 and 14, on pages 43 and 45, highlight the dollars and procurement actions, respectively, for each of the CICA solicitation procedures used by the DoD to procure supplies and services during FY 1994 and FY 1993. See the Federal Acquisition Regulation, Part 6, for a more descriptive definition of the solicitation procedures listed in these tables. Similar data are not collected on awards in support of the Foreign Military Sales (FMS) program and awards of \$25,000 or less.

As can be seen in Table 13, the total awards reported during FY 1994 amounted to \$132.2 billion, a decrease of \$6.1 billion from the FY 1993 amount. Of the FY 1994 total, \$22.8 billion (17.3 percent) were for "Foreign Military Sales" and "Actions of \$25,000 or Less." Pre-CICA actions accounted for \$3.7 billion, or 2.8 percent, while \$105.7 billion, or 79.9 percent, were awarded pursuant to CICA procedures. Within the Post-CICA categories the "Full & Open Competition" category accounted for \$56.6 billion, or 53.5 percent, and the "Other Than Full & Open Competition" category accounted for \$49.1 billion, or 46.5 percent. Similar data are also depicted by DoD Component in this table. Table 14 also shows a total of 11,216,563 procurement actions during FY 1994. This is a slight decrease from the 11,902,807 reported during FY 1993. Distribution by kind of contracting action is also depicted.

Chart IV, page 37, shows percentage distribution of DoD awards by extent of competed procurement, according to Defense Component, for FY 1994. The Civil Functions percentage for "Not Competed" awards decreased dramatically from FY 1993 to FY 1994. Emergency procurements due to damage caused by natural disasters were the reason for the larger than normal 10.2 percent in FY 1993.

# Chart IV

Percent Distribution of DoD Awards by Extent of Completed Procurement  
According to Defense Component: Fiscal Year 1994



Note: Chart excludes Intragovernmental FMS, Utilities, 8A Program & Brand Name Items for Commissary Resale.

**TABLE 9**  
**DoD Prime Contract Awards by Extent of Competed Procurement,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>A/</sup>

NET VALUE (AMOUNTS IN THOUSANDS)

EXTENT OF COMPETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$132,219,300		\$138,307,134		\$29,335,628		\$31,294,657		\$39,418,302		\$41,560,800							
INTRA-AGENCY/FMS C/	\$8,869,384		\$10,601,924		\$2,360,785		\$4,224,299		\$1,442,553		\$1,807,001							
TOTAL, EXCEPT INTRA/FMS	\$123,349,916		\$127,705,210		\$26,974,843		\$27,070,358		\$37,975,748		\$39,753,799							
EXCLUSIONS D/	\$13,162,460		\$15,250,106		\$2,310,752		\$2,541,038		\$2,811,335		\$3,560,837							
TOTAL, EXCEPT EXCLUSIONS	\$110,187,456	100.0	\$112,455,104	100.0	\$24,664,091	100.0	\$24,529,320	100.0	\$35,164,413	100.0	\$36,192,962	100.0						
COMPETED E/	\$71,261,491	64.7	\$73,319,534	65.2	\$17,571,327	71.2	\$16,975,775	69.2	\$21,422,671	60.9	\$21,750,589	60.1						
FOLLOW-ON	\$10,424,765	9.5	\$10,383,755	9.2	\$303,074	1.2	\$180,846	0.7	\$1,555,019	4.4	\$1,408,672	3.9						
NOT COMPETED	\$28,501,199	25.9	\$28,751,815	25.6	\$6,789,689	27.5	\$7,372,698	30.1	\$12,186,723	34.7	\$13,033,701	36.0						

EXTENT OF COMPETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94	
	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct	Amount	Pct
<b>TOTAL</b>	\$41,948,955		\$42,708,182		\$9,623,445		\$9,772,618		\$2,717,246		\$2,559,773							
INTRA-AGENCY/FMS C/	\$4,839,252		\$4,421,450		\$204,043		\$134,744		\$10,579		\$7,858							
TOTAL, EXCEPT INTRA/FMS	\$37,109,713		\$38,286,731		\$9,419,402		\$9,637,874		\$2,706,667		\$2,551,915							
EXCLUSIONS D/	\$2,148,316		\$2,664,820		\$1,238,758		\$1,491,446		\$209,801		\$161,335							
TOTAL, EXCEPT EXCLUSIONS	\$34,961,396	100.0	\$35,621,911	100.0	\$8,180,644	100.0	\$8,146,428	100.0	\$2,496,865	100.0	\$2,390,579	100.0						
COMPETED E/	\$18,277,895	52.3	\$20,344,163	57.1	\$7,722,837	94.4	\$7,845,220	96.3	\$2,455,827	98.4	\$2,147,336	89.8						
FOLLOW-ON	\$8,331,901	23.8	\$8,616,815	24.2	\$138,410	1.7	\$5,040	0.1	\$108	*	\$39	*						
NOT COMPETED	\$8,351,600	23.9	\$6,660,933	18.7	\$319,397	3.9	\$296,168	3.6	\$40,931	1.6	\$243,205	10.2						

A/ For definitions and coverage, see notes on coverage.

B/ Includes Other Defense Agency awards not included elsewhere in this table.

C/ Includes pre-CICA GSA schedule awards and actions with other Federal Agencies.

D/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale, and actions with another Federal Agency.

E/ Includes Federal Schedule awards.

\* Less than 0.05 percent.

Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports



**TABLE 9 (concluded)**  
**DoD Prime Contract Awards by Extent of Competed Procurement,**  
**According to Defense Component: FY 1994 - FY 1993** <sup>A/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

EXTENT OF COMPLETED PROCUREMENT	TOTAL B/						ARMY						NAVY					
	Oct 93-Sep 94			Oct 92-Sep 93			Oct 93-Sep 94			Oct 92-Sep 93			Oct 93-Sep 94			Oct 92-Sep 93		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	11,216,563			11,902,807			2,142,879			2,251,936			2,035,420			2,201,330		
INTRA-AGENCY/FMS C/	72,103			74,380			10,908			14,188			12,112			12,732		
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	11,144,460			11,828,427			2,131,971			2,237,748			2,023,308			2,188,598		
TOTAL, EXCEPT EXCLUSIONS	6,169,953			6,220,073			1,147,646			1,122,186			1,085,878			1,168,288		
COMPETED E/ FOLLOW-ON	4,974,507	100.0		5,608,354	100.0		984,325	100.0		1,115,562	100.0		937,430	100.0		1,020,310	100.0	
NOT COMPETED	4,554,817	91.6		5,106,837	91.1		899,136	91.3		1,025,918	92.0		767,928	81.9		816,850	80.1	
	4,208	0.1		3,907	0.1		233	*		150	*		390	*		565	0.1	
	415,482	8.4		497,610	8.9		84,956	8.6		89,494	8.0		169,112	18.0		202,895	19.9	

EXTENT OF COMPLETED PROCUREMENT	AIR FORCE						DEFENSE LOGISTICS AGENCY						CIVIL FUNCTIONS					
	Oct 93-Sep 94			Oct 92-Sep 93			Oct 93-Sep 94			Oct 92-Sep 93			Oct 93-Sep 94			Oct 92-Sep 93		
	Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct		Number	Pct	
<b>TOTAL</b>	2,776,530			3,011,538			1,285,199			1,227,885			447,878			489,652		
INTRA-AGENCY/FMS C/	8,630			8,942			38,478			36,687			1,723			1,687		
TOTAL, EXCEPT INTRA/FMS EXCLUSIONS D/	2,767,900			3,002,596			1,246,721			1,191,198			446,155			487,965		
TOTAL, EXCEPT EXCLUSIONS	529,649			428,569			841,300			784,716			257,069			256,655		
COMPETED E/ FOLLOW-ON	2,238,251	100.0		2,574,027	100.0		405,421	100.0		406,482	100.0		189,086	100.0		231,310	100.0	
NOT COMPETED	2,180,117	97.4		2,501,677	97.2		382,642	94.4		381,192	93.8		129,743	68.6		153,717	66.5	
	2,605	0.1		3,027	0.1		875	0.2		38	*		2	*		1	*	
	55,529	2.5		69,323	2.7		21,904	5.4		25,252	6.2		59,341	31.4		77,592	33.5	

Note: Refer to first page of this table for footnotes.

**TABLE 10**  
**DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Extent of Competed Procurement: FY 1994 - FY 1993<sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL AMOUNT		EXCLUSIONS <sup>B/</sup>		ADJUSTED TOTAL	
	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount	Oct 93-Sep 94 Amount	Oct 92-Sep 93 Amount
TOTAL	\$132,219,300	\$138,307,134	\$22,031,845	\$25,852,030	\$110,187,456	\$112,455,104
INTRAGENCY/FMS C/	8,869,384	10,601,924	8,869,384	10,601,924	0	0
TOTAL PRE-CICA AWARDS	3,686,829	3,305,632	824,144	664,137	2,862,685	2,641,495
TOTAL POST-CICA AWARDS	119,663,087	124,399,578	12,338,316	14,585,969	107,324,771	109,813,609
Actions of \$25,000 or less	13,976,054	14,471,332	6,099,627	6,283,669	7,876,428	8,187,663
Full & Open Competition D/	56,554,144	55,079,417	0	0	56,554,144	55,079,417
Sealed Bids	8,418,202	7,195,518	0	0	8,418,202	7,195,518
Competitive Proposal	36,022,373	36,855,605	0	0	36,022,373	36,855,605
Combination	817,539	868,567	0	0	817,539	868,567
Architect-Engineer	1,810,885	1,411,938	0	0	1,810,885	1,411,938
Basic Research	864,907	932,179	0	0	864,907	932,179
Multiple Award Schedule	993,492	918,705	0	0	993,492	918,705
Alternate Source -	1,622,928	848,666	0	0	1,622,928	848,666
Reduced Cost	3,138	17,668	0	0	3,138	17,668
Mobilization	1,610,586	816,411	0	0	1,610,586	816,411
Eng/R&D Capability	9,204	14,588	0	0	9,204	14,588
Set Aside	6,003,717	6,048,238	0	0	6,003,717	6,048,238
O/T Full & Open Competition	49,128,888	54,822,678	6,237,871	8,285,799	42,891,016	46,536,879
Only One Source	36,483,705	38,315,880	1,342,339	2,322,546	35,141,366	35,993,334
Unique Source	14,767,954	18,042,246	623,173	1,366,693	14,144,781	16,675,554
Follow-on	7,480,221	8,039,373	38,259	20,760	7,441,962	8,018,613
Unsolicted Res Prop	67,900	74,445	690	1,848	67,210	72,597
Patent/Data Rights	162,058	279,643	1,973	3,361	160,085	276,282
Utilities	486,924	477,359	1,973	464,928	160,085	276,282
Standardization	4,185	1,025	485,571	3,361	3,847	12,431
Other	13,514,463	11,401,789	192,336	464,890	13,322,127	10,936,899
Urgency	2,593,941	3,043,262	30,798	105,021	2,563,143	2,938,241
Mobilization	2,474,364	4,632,566	53,835-	165,420	2,528,198	4,467,146
Essential R&D Capability	1,771,662	1,847,940	405,024	988,492	1,366,637	859,448
International Agreement	531,940	297,491	531,940	297,491	0	0
Authorized by Statute E/	2,847,874	2,980,425	2,834,772	2,980,425	13,102	0
Authorized Resale	1,135,735	1,362,092	1,135,735	1,362,092	0	0
National Security	1,289,570	2,339,874	11,097	62,747	1,278,473	2,277,128
Public Interest	97	3,148	0	1,566	97	1,581
Otherwise Auth by Statute	4,001	26,152	818	16,502	3,182	9,650

A/ For definitions and coverage, see notes on coverage.  
B/ Includes awards for utilities, the 8(a) Program, and brand name items for commissary resale, FMS, and actions with another Federal Agency.  
C/ Includes Pre-CICA GSA Schedules and actions with other Federal Agencies.  
D/ Includes Federal Schedule awards.  
E/ Includes Post-CICA 8(a) program.

**TABLE 10 (Concluded)**  
**DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Extent of Competed Procurement: FY 1994 - FY 1993**

R/

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	ADJUSTED TOTAL		COMPETED				FOLLOW ON				NOT COMPETED			
	Oct 93-Sep 94	Oct 92-Sep 93	Oct 93-Sep 94	Amount	%	Oct 92-Sep 93	Amount	%	Oct 93-Sep 94	Amount	%	Oct 92-Sep 93	Amount	%
	Amount	Amount	Amount			Amount			Amount			Amount		
TOTAL	\$110,187,456	\$112,455,104	\$71,261,491			\$73,319,534			\$10,424,765			\$28,501,199		
INTRA-AGENCY/FMS C/	0	0	0			0			0			0		
TOTAL PRE-CICA AWARDS	2,862,685	2,641,495	1,212,761			1,510,827			1,313,860			336,064		
TOTAL POST-CICA AWARDS	107,324,771	109,813,609	70,048,731	100.0		71,808,707	100.0		9,110,905	100.0		28,165,135	100.0	
Actions of \$25,000 or less	7,876,428	8,187,663	7,017,698	10.0		7,267,940	10.1		0	0.0		858,730	3.0	
Full & Open Competition D/	56,554,144	55,079,417	56,554,144	80.7		55,079,417	76.7		0	0.0		0	0.0	
Sealed Bids Competition	8,418,202	7,195,518	8,418,202	12.0		7,195,518	10.0		0	0.0		0	0.0	
Combination Proposal	36,022,373	36,855,605	36,022,373	51.4		36,855,605	51.3		0	0.0		0	0.0	
Architect-Engineer	1,810,885	1,411,938	1,810,885	2.6		1,411,938	2.0		0	0.0		0	0.0	
Basic Research	864,907	932,179	864,907	1.2		932,179	1.3		0	0.0		0	0.0	
Multiple Award Schedule	993,492	918,705	993,492	1.4		918,705	1.3		0	0.0		0	0.0	
Alternate Source -	1,622,928	848,666	1,622,928	2.3		848,666	1.2		0	0.0		0	0.0	
Reduced Cost	3,138	17,668	3,138	*		17,668	*		0	0.0		0	0.0	
Mobilization	1,610,586	816,411	1,610,586	2.3		816,411	1.1		0	0.0		0	0.0	
Eng/R&D Capability	9,204	14,588	9,204	*		14,588	*		0	0.0		0	0.0	
Set Aside	6,003,717	6,048,238	6,003,717	8.6		6,048,238	8.4		0	0.0		0	0.0	
O/T Full & Open Competition	42,891,016	46,536,879	6,476,231	9.2		9,454,003	13.2		9,110,905	100.0		27,303,880	96.9	
Only One Source	35,141,366	35,993,334	3,958,399	5.7		4,784,880	6.7		8,233,809	90.4		22,949,158	81.5	
Unique Source	14,144,781	16,675,554	3,594,195	0.8		1,314,611	1.8		1,589,538	17.4		11,961,048	42.5	
Follow-on	7,441,962	8,018,613	491,437	0.7		1,179,396	0.2		5,824,567	63.9		1,125,958	4.0	
Unsolicited Res Prop	67,210	72,597	498	*		994	*		0	0.0		66,712	0.2	
Patent/Data Rights	160,085	276,282	4,113	*		8,117	*		107,810	1.2		48,162	0.2	
Utilities	1,353	12,431	1,353	*		12,356	*		0	0.0		0	0.0	
Standardization	3,847	959	1,450	*		80	*		0	0.0		2,397	*	
Other	13,322,127	10,936,899	2,865,352	4.1		3,269,328	4.6		711,894	7.8		9,744,881	34.6	
Urgency	2,563,143	2,938,241	738,035	1.1		948,818	1.3		745,333	8.2		1,079,776	3.8	
Mobilization	2,528,198	4,467,146	1,450,168	2.1		3,262,750	4.5		108,543	1.2		969,487	3.4	
Essential R&D Capability	1,366,637	859,448	158,047	0.2		18,235	*		15,868	0.2		1,192,722	4.2	
International Agreement	0	0	0	0.0		0	0.0		0	0.0		0	0.0	
Authorized by Statute E/	13,102	0	526	*		0	0.0		28	*		12,547	*	
Authorized Resale	0	0	0	0.0		0	0.0		0	0.0		0	0.0	
National Security	1,276,473	2,277,128	171,116	0.2		434,316	0.6		7,324	0.1		1,100,034	3.9	
Public Interest	97	1,581	59-	*		5,004	*		0	0.0		156	*	
Otherwise Auth by Statute	3,182	9,650	657	*		7,347	*		0	0.0		2,525	*	

\* Less than 0.05 percent.  
 NOTE: Refer to first page of this table for footnotes.

**TABLE 13**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Defense Component: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	TOTAL DoD B/				ARMY				NAVY			
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	132,219,300	100.0	138,307,134	100.0	29,335,628	100.0	31,294,657	100.0	39,418,302	100.0	41,560,800	100.0
INTERAGENCY/FMS C/	8,869,384	6.7	10,601,924	7.7	2,360,785	8.0	4,224,299	13.5	1,442,553	3.7	1,807,001	4.3
Actions of \$25,000 or Less	13,976,054	10.6	14,471,332	10.5	2,466,112	8.4	2,567,699	8.2	2,815,217	7.1	3,042,607	7.3
Actions(Except FMS)Over \$25,000	109,373,861	82.7	113,233,878	81.9	24,508,731	83.5	24,502,559	78.3	35,160,531	89.2	36,711,192	88.3
PRE-CICA Actions	3,686,829	2.8	3,305,632	2.4	228,271	0.8	280,389	0.9	13,114	*	28,699	0.1
POST-CICA Actions	105,687,033	79.9	109,928,246	79.5	24,280,450	82.8	24,222,269	77.4	35,147,418	89.2	36,739,891	88.4
Full & Open Competition D/	56,554,144	53.5	55,079,417	50.1	14,608,603	60.2	13,488,206	55.6	18,599,911	52.9	16,544,471	45.0
Sealed Bids	8,418,202	8.0	7,195,518	6.5	3,317,722	13.7	2,575,216	10.6	2,445,837	7.0	1,901,695	5.2
Competitive Proposal	36,022,373	34.1	36,855,605	33.5	8,537,114	35.2	8,038,485	33.2	11,024,857	31.4	10,705,979	29.1
Combination	8,817,639	0.8	8,868,567	0.8	32,181	0.1	41,489	0.2	680,986	1.9	713,681	1.9
Architect-Engineer	1,810,885	1.7	1,411,938	1.3	594,756	2.4	595,922	2.5	814,814	2.3	574,655	1.6
Basic Research	864,907	0.8	932,179	0.8	165,740	0.7	173,120	0.7	243,155	0.7	237,955	0.6
Multiple Award Schedule	993,492	0.9	918,705	0.8	201,022	0.8	231,437	1.0	285,442	0.8	180,263	0.5
Alternate Source -	1,622,928	1.5	848,666	0.8	8,453	*	15,642	0.1	1,606,722	4.6	824,158	2.2
Reduced Cost	3,138	*	17,668	*	2,553	*	2,553	*	1,506,174	4.6	13,146	*
Mobilization	1,610,586	1.5	816,411	0.7	4,129	*	10,328	*	1,606,548	4.6	806,040	2.2
Eng/R&D Capability	9,204	*	14,588	*	1,359	*	2,762	*	0	0.0	2,973	*
Set Aside	6,003,717	5.7	6,048,238	5.5	1,751,615	7.2	1,796,895	7.4	1,497,998	4.3	1,406,086	3.8
O/T Full & Open Competition	49,128,888	46.5	54,822,678	49.9	9,671,857	39.8	10,754,063	44.4	15,547,219	47.1	20,195,325	55.0
Only One Source	36,483,705	34.5	38,315,880	34.9	6,596,058	27.6	7,122,193	29.4	13,339,568	43.0	15,646,590	42.6
Unique Source	14,767,954	14.0	18,042,246	16.4	2,556,275	9.3	2,689,140	11.0	10,309,911	29.0	12,298,109	33.5
Follow-on	7,480,221	7.1	8,039,373	7.3	714,463	2.9	483,536	2.0	507,658	1.4	533,524	1.5
Unsolicted Res Prop	57,900	0.1	74,445	0.1	9,728	*	16,312	0.1	38,494	0.1	107,888	0.3
Patent/Data Rights	162,058	0.2	279,643	0.3	15,517	0.1	16,918	0.1	15,277	*	31,958	0.1
Utilities	486,924	0.5	477,359	0.4	316,099	1.3	367,128	1.5	1,308	*	101,558	0.3
Standardization	4,185	*	1,025	*	1,415	*	1,308	*	1,308	*	360	*
Other	13,514,463	12.8	11,401,789	10.4	3,382,182	13.9	3,559,403	14.7	2,583,478	7.4	2,664,751	7.3
Urgency	2,593,941	2.5	3,043,262	2.8	467,375	1.9	683,660	2.8	620,624	1.8	747,839	2.0
Mobilization	2,474,364	2.3	4,632,566	4.2	940,238	3.9	1,417,524	5.9	662,197	1.9	2,386,754	6.5
Essential R&D Capability	1,771,562	1.7	1,847,940	1.7	380,794	1.6	223,523	0.9	670,991	1.9	454,258	1.2
International Agreement	531,940	0.5	297,491	0.3	116,492	0.5	147,485	0.6	394,439	1.1	116,608	0.3
Authorized by Statute E/	2,847,874	2.7	2,980,425	2.7	867,543	3.6	973,419	4.0	846,099	2.4	827,133	2.3
Authorized Resale	1,135,735	1.1	1,362,092	1.2	81	*	25	*	408	*	1,295	*
National Security	1,289,570	1.2	2,339,874	2.1	203,275	0.8	185,664	0.8	12,637	*	13,163	*
Public Interest	97	*	3,148	*	0	0.0	571	*	156	*	1,686	*
Otherwise Auth by Statute	4,001	*	26,152	*	0	0.0	0	0.0	287	*	94	*

<sup>A/</sup> For definitions and coverage, see notes on coverage.  
<sup>B/</sup> Includes Other Defense Agency awards not included elsewhere in this table.  
<sup>C/</sup> Includes Pre-CICA GSA schedules and actions with another Federal agency.  
<sup>D/</sup> Includes post-CICA GSA schedule awards.  
<sup>E/</sup> Includes post-CICA 8(a) program.  
 \* Less than 0.05 percent.

Prepared By: Washington Headquarters Services  
 Directorate for Information  
 Operations and Reports

**TABLE 13 (concluded)**  
**Net Value and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Defense Component: FY 1994 - FY 1993 <sup>A/</sup>**

(AMOUNTS IN THOUSANDS)

SOLICITATION PROCEDURE	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93	
	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%	\$ Amount	%
TOTAL	41,948,955	100.0	42,708,182	100.0	9,623,445	100.0	9,772,518	100.0	2,717,246	100.0	2,559,773	100.0
INTERAGENCY/FMS C/	4,839,252	11.5	4,421,450	10.4	204,043	2.1	134,744	1.4	10,579	0.4	7,858	0.3
Actions of \$25,000 or Less	2,460,233	5.9	2,485,168	5.8	1,845,208	19.2	1,763,279	18.0	345,600	12.7	315,536	12.3
Actions(Except FMS)Over \$25,000	34,649,480	82.6	35,801,564	83.8	7,574,194	78.7	7,874,595	80.6	2,361,066	86.9	2,236,379	87.4
PRE-CICA Actions	3,445,275	8.2	3,051,762	7.1	0	0.0			267	*	894	*
POST-CICA Actions	31,204,205	74.4	32,749,802	76.7	7,574,194	78.7	7,874,595	80.6	2,360,800	86.9	2,235,485	87.3
Full & Open Competition D/	11,699,589	27.9	13,211,005	30.9	5,153,915	53.5	5,209,142	53.5	2,130,929	78.9	1,810,380	81.0
Sealed Bids	776,482	1.9	1,056,728	2.5	494,523	5.1	494,523	5.1	1,349,511	57.2	1,182,460	52.9
Competitive Proposal	8,322,449	20.0	9,706,119	22.7	4,744,124	49.3	4,698,166	48.1	351,157	12.9	290,591	13.0
Combination	59,823	0.1	77,404	0.2	5,368	0.1	5,368	0.1	33,182	1.2	29,458	1.3
Architect-Engineer	225,565	0.5	109,702	0.3	0	0.0	1,327	0.0	175,603	6.4	130,163	5.8
Basic Research	352,808	0.8	335,561	0.8	1,296	0.0	1,296	0.0	556	0.0	550	0.0
Multiple Award Schedule	448,471	1.1	438,034	1.0	13,169	0.1	15,571	0.2	16,221	0.6	20,230	0.9
Alternate Source -	100	*	66	*	92	*			0	0.0		
Reduced Cost	0	0.0	30	0.0	0	0.0			0	0.0		
Mobilization	0	0.0	43	0.0	92	0.0			0	0.0		
Eng/R&D Capability	100	*	53	*	0	0.0			0	0.0		
Set Aside	1,513,881	4.9	1,487,391	4.5	893,926	11.8	1,036,771	13.2	204,729	8.7	157,428	7.0
O/T Full & Open Competition	19,500,902	62.5	19,512,740	59.6	1,420,279	18.8	1,685,453	21.1	229,871	9.7	425,105	19.0
Only One Source	15,337,030	49.2	14,824,014	43.7	375,450	5.0	270,451	3.4	22,941	1.0	20,121	0.9
Unique Source	1,774,887	5.7	2,437,459	7.4	123,412	1.6	101,523	1.3	15,538	0.7	14,185	0.6
Follow-on	6,147,829	19.7	6,863,179	21.0	2,205	*	177	*	391	*	65	*
Unsolicted Res Prop	7,020	*	10,446	*	0	0.0			75	*	65	*
Patent/Data Rights	116,962	0.4	124,671	0.4	26	0.0	1,568	*	0	0.0	653	*
Utilities	166,284	0.5	105,831	0.3	3,721	*	3,554	*	544	*	957	*
Standardization	1,189	*	1,053	*	0	0.0	0	0.0	0	0.0	0	0.0
Other	7,122,859	22.8	4,781,836	14.6	246,086	3.2	163,592	2.1	6,393	0.3	4,222	0.2
Urgency	1,009,363	3.2	748,063	2.3	259,440	3.4	386,148	5.0	94,425	4.0	327,794	14.7
Mobilization	735,708	2.4	599,501	1.8	136,221	1.8	228,709	2.9	0	0.0	78	*
Essential R&D Capability	716,854	2.3	1,009,728	3.1	1,642	*	7,522	0.1	59	*		
International Agreement	17,634	0.1	28,999	0.1	3,375	*	4,399	0.1	0	0.0		
Authorized by Statute E/	658,338	2.1	733,151	2.2	133,513	1.8	133,516	1.7	112,446	4.8	77,113	3.4
Authorized Resale	586	*	2,894	*	510,638	6.7	524,667	7.9	0	0.0		
National Security	1,025,448	3.3	2,065,541	6.3	0	0.0			0	0.0		
Public Interest	59	*	849	*	0	0.0	42	*	0	0.0		
Otherwise Auth by Statute	3,714	*	26,057	0.1	0	0.0			0	0.0		

NOTE: Refer to first page of this table for footnotes.

**TABLE 14**  
**Actions and Percent of DoD Prime Contract Awards by Solicitation Procedure,**  
**According to Kind of Contracting Action: FY 1994 - FY 1993** <sup>A/</sup>

SOLICITATION PROCEDURE	TOTAL						NEW WORK						DELIVERY ORDERS						MODIFICATIONS					
	Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93		Oct 93-Sep 94		Oct 92-Sep 93	
	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%	Actions	%
TOTAL	11216563	100.0	11902807	100.0	0		2097		0		2887		0		2521		1447		0		1447		1482	
INTERAGENCY/FMS B/	72103	0.6	74380	0.6	1984																			
Actions of \$25,000 or Less	10913164	97.3	11587337	97.3	0		71808		0		108184		0		111997		58592		0		58592		57285	
Actions(Except FMS)Over \$25,000	231296	2.1	241090	2.0	66520		362		66520		2145		108184		2373		745		111997		745		1183	
PRE-CICA Actions	3104	*	3918	*	214				214															
POST-CICA Actions	228192	2.0	237172	2.0	66306		71446		66306		71446		108039		109624		55847		109624		55847		56102	
Full & Open Competition C/	156058	68.4	156085	65.8	45442		48361		45442		48361		70687		68683		39929		68683		39929		39041	
Sealed Bids	21714	9.5	21381	9.0	10794		11102		10794		11102		4818		4690		6102		4690		6102		5589	
Competitive Proposal	81544	35.7	82236	34.7	20445		21908		20445		21908		39522		38483		21577		38483		21577		21845	
Combination	511	0.2	574	0.2	158		185		158		185		141		127		212		127		212		262	
Architect-Engineer	10149	4.4	8993	3.8	1545		1843		1545		1843		6026		5056		2578		5056		2578		2094	
Basic Research	2926	1.3	2935	1.2	1087		1070		1087		1070		50		14		1789		14		1789		1851	
Multiple Award Schedule	10810	4.7	10899	4.6	48		61		48		61		10721		10798		41		10798		41		40	
Alternate Source -	523	0.2	612	0.3	34		56		34		56		12		113		477		113		477		443	
Reduced Cost	3	*	6	*	1		2		1		2		2		9		470		9		470		424	
Mobilization	511	0.2	566	0.2	32		33		32		33		9		109		7		109		7		15	
Eng/R&D Capability	9	*	40	*	1		21		1		21		1		4				4					
Set Aside	27881	12.2	28455	12.0	11331		12136		11331		12136		9397		9402		7153		9402		7153		6917	
O/T Full & Open Competition	72118	31.6	80930	34.1	20856		23048		20856		23048		35348		40832		15914		40832		15914		17050	
Only One Source	33261	14.6	34835	14.7	11522		12565		11522		12565		13020		12952		8719		12952		8719		9318	
Unique Source	15829	6.9	17444	7.4	5221		6268		5221		6268		6521		6844		4087		6844		4087		4332	
Follow-on	1811	0.8	1822	0.8	522		575		522		575		225		224		1064		224		1064		1023	
Unsolicited Res Prop	200	0.1	216	0.1	74		67		74		67		0		2		126		2		126		147	
Patent/Data Rights	852	0.3	802	0.3	171		216		171		216		363		441		118		441		118		145	
Utilities	1699	0.7	1689	0.7	80		99		80		99		1547		1495		72		1495		72		95	
Standardization	12	*	13	*	7		8		7		8		4		3		1		3		1		2	
Other	13058	5.7	12849	5.4	5447		5332		5447		5332		4360		3943		3251		3943		3251		3574	
Urgency	6684	2.9	7430	3.1	4401		4857		4401		4857		1102		1259		1181		1259		1181		1314	
Mobilization	2900	1.3	2609	1.1	295		263		295		263		1311		1056		1384		1056		1384		1290	
Essential R&D Capability	408	0.2	434	0.2	51		64		51		64		79		94		278		94		278		276	
International Agreement	436	0.2	363	0.2	82		86		82		86		191		84		163		84		163		193	
Authorized by Statute D/	12691	5.6	11596	4.9	4096		3883		4096		3883		5287		4491		3308		4491		3308		3222	
Authorized Resale	14090	6.2	20683	8.7	13		19		13		19		13924		20499		153		20499		153		165	
National Security	1646	0.7	2955	1.2	485		1306		485		1306		434		385		727		385		727		1264	
Public Interest	2	*	25	*	1		5		1		5		0		12		1		12		1		8	
Otherwise Auth by Statute	16	*	157	0.1	8		37		8		37		4		109		4		109		4		11	

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes pre-CICA GSA Schedules and actions with another Federal Agency.  
 C/ Includes Federal Schedule awards.  
 D/ Includes Post-CICA 8(a) program.  
 \* less than 0.05 percent.

## AWARDS BY TYPE OF CONTRACT PRICING PROVISION

Table 16, page 51, shows the net value and percentage distribution of DoD prime contract awards over \$25,000 for both fiscal years 1994 and 1993. Data are shown by type of contract pricing provision, according to Defense Component. During FY 1994, awards over \$25,000 (excluding intragovernmental awards) totaled \$108,350 million, of which \$72,078 million, or 66.5 percent, were awarded under fixed price procedures and \$32,274 million, or 29.8 percent, under cost reimbursement procedures. Other types (time and materials and labor hours) accounted for \$3,998 million, or 3.7 percent.

Cost-plus-fixed fee (CPFF) contracts accounted for 13.3 percent of the total contract awards over \$25,000 during FY 1994. The use of incentive contracts (both fixed price and cost-type combined) increased from 15.5 percent of total contract dollars in FY 1993 to 17.3 percent in

FY 1994. The use of firm fixed-price contracts decreased from 50.1 percent to 47.5 percent.

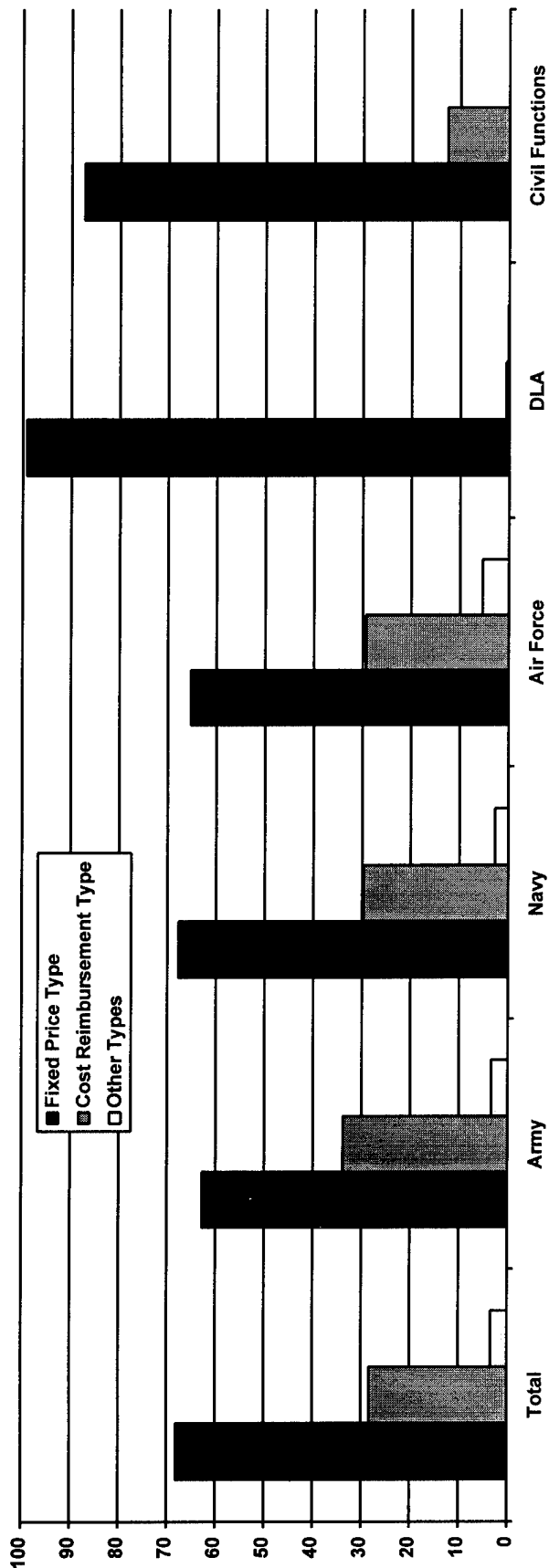
The total of 217,045 contract actions over \$25,000 for FY 1994, Table 16, includes 66,520 original contract actions and modifications calling for additional work and 150,525 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. Actions for new work decreased by 7.4 percent and actions representing delivery orders and modifications, pursuant to the terms of the original contract, decreased by 2.8 percent. Table 17, page 55, provides annual data for FY 1985 through FY 1994, by type of pricing provision.

Chart V, page 49, shows percentage distribution of DoD Prime Contract Awards by contract pricing provision, according to Defense Component, for FY 1994.

# Chart V

## Percent Distribution of DoD Prime Contract Awards by Contract Pricing Provision, According to Defense Component: Fiscal Year 1994

Percent of Total Procurement\*



\* Intragovernmental actions and actions \$25,000 or less are excluded.



**TABLE 16**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1994 - FY 1993 A/**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 93 - SEP 94		OCT 92 - SEP 93		OCT 93 - SEP 94		OCT 92 - SEP 93		OCT 93 - SEP 94		OCT 92 - SEP 93	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$132,219,300		\$138,307,134		\$29,335,628		\$31,294,657		\$39,418,302		\$41,560,800	
INTERAGENCY/FMS	11,097,605		12,863,802		2,994,835		4,931,863		2,174,091		2,497,170	
ACTIONS \$25,000 OR LESS	12,772,022		13,162,845		2,032,512		2,146,176		2,442,091		2,600,390	
ACTIONS OVER \$25,000	108,349,673	100.0	112,280,488	100.0	24,248,180	100.0	24,216,618	100.0	34,802,119	100.0	36,463,240	100.0
FIXED PRICE TYPE	72,077,633	66.5	76,516,193	68.1	15,571,067	64.2	15,199,531	62.8	21,217,784	61.0	24,594,745	67.7
FIRM	51,489,382	47.5	56,231,476	50.1	14,169,230	58.4	13,281,953	54.3	16,978,065	47.9	19,924,556	54.5
REDETERMINABLE	700,446	0.5	571,191	0.5	106,070	0.4	114,859	0.5	74,388	0.1	100,891	0.3
INCENTIVE	12,684,845	11.7	11,341,869	10.1	389,166	1.5	259,377	1.1	3,744,989	10.8	3,840,897	10.5
ECONOMIC PRICE ADJUSTMENT	7,202,960	6.6	8,321,658	7.4	926,501	3.8	1,543,375	6.4	759,472	2.2	828,592	2.3
COST REIMBURSEMENT TYPE	32,273,638	29.8	31,914,831	28.4	7,819,777	32.2	8,181,988	33.8	12,595,464	36.5	10,791,373	29.6
NO FEE	2,167,155	2.0	1,867,671	1.7	698,990	2.9	812,988	3.2	1,053,385	3.0	1,172,353	3.0
FIXED FEE	14,415,472	13.3	16,345,011	14.6	3,366,746	13.9	3,276,302	14.0	7,315,062	21.0	7,576,531	20.8
INCENTIVE FEE	6,089,036	5.6	4,989,378	4.4	1,688,538	7.0	2,097,091	8.7	2,741,981	7.9	1,298,047	3.6
AWARD FEE	9,621,975	8.9	8,712,771	7.8	2,095,204	8.5	2,089,427	8.6	2,485,036	7.1	1,744,442	4.8
OTHER TYPES	3,998,402	3.7	3,849,464	3.4	857,326	3.5	835,119	3.4	888,871	2.6	977,121	2.7
TIME AND MATERIALS	3,472,832	3.2	3,213,341	2.9	824,891	3.4	809,527	3.3	820,765	2.4	882,433	2.4
LABOR HOURS	525,569	0.5	636,123	0.6	32,445	0.1	25,592	0.1	68,107	0.2	94,588	0.3
TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 93 - SEP 94		OCT 92 - SEP 93		OCT 93 - SEP 94		OCT 92 - SEP 93		OCT 93 - SEP 94		OCT 92 - SEP 93	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$41,948,965		\$42,708,182		\$9,623,445		\$9,772,618		\$2,717,246		\$2,559,773	
INTERAGENCY/FMS	5,528,979		5,095,606		252,257		195,909		61,054		59,109	
ACTIONS \$25,000 OR LESS	2,087,580		2,138,757		1,817,868		1,731,062		315,857		285,324	
ACTIONS OVER \$25,000	34,332,406	100.0	35,473,819	100.0	7,553,320	100.0	7,845,647	100.0	2,340,335	100.0	2,215,340	100.0
FIXED PRICE TYPE	22,549,928	65.7	23,157,670	65.3	7,489,220	99.2	7,781,489	99.2	2,186,807	93.4	1,933,644	87.3
FIRM	13,290,041	38.7	15,243,604	43.0	2,897,683	38.4	3,211,584	40.9	2,179,702	93.1	1,921,551	86.7
REDETERMINABLE	255,845	0.7	46,799	0.1	14,893	0.2	4,444	0.2	4,444	0.2	8,633	0.4
INCENTIVE	8,445,866	24.6	7,102,982	20.0	0	0.0	57	0.0	482	0.1	2,483	0.1
ECONOMIC PRICE ADJUSTMENT	558,177	1.6	764,284	2.2	4,576,644	60.6	4,568,857	58.2	2,178	0.1	2,968	0.1
COST REIMBURSEMENT TYPE	10,056,938	29.3	10,392,867	29.3	42,727	0.6	47,360	0.6	152,392	6.5	281,278	12.7
NO FEE	1,181,011	3.4	849,864	2.4	9,205	0.1	15,414	0.2	6,409	0.3	8,121	0.3
FIXED FEE	2,472,269	7.2	3,587,851	10.1	33,522	0.4	31,946	0.4	80,416	3.4	250,770	11.3
INCENTIVE FEE	1,552,218	4.5	1,581,247	4.5	0	0.0	0	0.0	31,385	1.3	1,236	0.1
AWARD FEE	4,851,440	14.1	4,373,905	12.3	0	0.0	0	0.0	34,382	1.5	20,771	0.9
OTHER TYPES	1,725,539	5.0	1,923,283	5.4	21,373	0.3	16,798	0.2	1,136	0.1	417	0.0
TIME AND MATERIALS	1,313,745	3.8	1,438,680	4.1	20,863	0.3	16,367	0.2	772	0.0	324	0.0
LABOR HOURS	411,794	1.2	484,602	1.4	510	0.0	16,432	0.2	772	0.0	34	0.0

A/ For definitions and coverage, see notes on coverage.  
 B/ Includes Other Defense Agency awards.  
 \* Less than 0.05 percent.

Prepared By: Washington Headquarters Services  
 Directorate For Information  
 Operations and Reports

**TABLE 16 (continued)**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision,**  
**According to Defense Component: FY 1994** <sup>R/</sup>

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 93 - SEP 94				OCT 93 - SEP 94				OCT 93 - SEP 94			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	11,215,563				2,142,879				2,035,420			
INTERAGENCY/FMS	656,640				180,681				169,428			
ACTIONS \$25,000 OR LESS	10,248,355				1,837,128				1,797,714			
ACTIONS OVER \$25,000	217,045	100.0	66,520	150,525	53,664	100.0	17,249	36,415	65,888	100.0	20,019	45,869
FIXED PRICE TYPE	162,521	74.9	56,547	105,974	40,466	75.4	14,485	25,981	40,391	61.3	16,041	24,350
FIRM	151,338	69.7	54,556	97,282	39,439	73.5	14,384	25,075	37,966	57.6	15,805	22,160
REDETERMINABLE	147,497	0.2	147	350	108	0.2	19	78	150	0.2	55	95
INCENTIVE	3,318	1.5	446	2,872	67	0.1	19	48	1,830	2.8	136	1,694
ECONOMIC PRICE ADJUSTMENT	7,368	3.4	1,898	5,470	852	1.6	72	780	1,445	0.7	44	401
COST REIMBURSEMENT TYPE	40,069	18.5	8,043	32,026	9,326	17.4	2,374	6,952	20,335	30.9	3,027	17,308
NO FEE	2,964	1.4	775	2,189	1,059	2.0	292	767	418	0.6	158	260
FIXED FEE	28,293	13.0	5,763	22,530	5,766	10.7	1,578	4,188	16,281	24.7	2,522	13,759
INCENTIVE FEE	7,819	3.6	1,311	6,508	1,976	3.7	425	1,551	3,428	5.2	308	3,120
AWARD FEE												
OTHER TYPES	14,455	6.7	1,930	12,525	3,872	7.2	390	3,482	5,162	7.8	951	4,211
TIME AND MATERIALS	12,765	5.9	1,655	11,110	3,742	7.0	366	3,376	4,644	7.0	813	3,831
LABOR HOURS	1,690	0.8	275	1,415	130	0.2	24	106	518	0.8	138	380
<b>CIVIL FUNCTIONS</b>												
<b>DEFENSE LOGISTICS AGENCY</b>												
<b>AIR FORCE</b>												
<b>OCT 93 - SEP 94</b>												
TOTAL	2,776,530				1,285,199				447,878			
INTERAGENCY/FMS	233,360				51,045				12,820			
ACTIONS \$25,000 OR LESS	2,495,052				1,209,779				407,375			
ACTIONS OVER \$25,000	47,597	100.0	13,949	33,648	23,535	100.0	10,075	13,460	8,318	100.0	2,847	5,471
FIXED PRICE TYPE	34,879	73.5	11,528	23,351	23,226	98.7	9,989	13,237	7,932	95.4	2,733	5,199
FIRM	32,425	68.3	10,345	21,477	20,925	88.9	9,001	11,924	7,886	94.8	2,727	5,159
REDETERMINABLE	145	0.3	145	100	38	0.2	7	31	21	0.3	3	18
INCENTIVE	1,307	2.7	266	1,041	0	0.0	0	0	5	0.1	1	4
ECONOMIC PRICE ADJUSTMENT	1,105	2.3	249	856	2,263	9.6	981	1,282	20	0.2	2	18
COST REIMBURSEMENT TYPE	8,045	16.9	1,893	6,152	246	1.0	82	164	369	4.4	114	255
NO FEE	1,277	2.7	345	932	43	0.2	11	32	66	0.8	30	36
FIXED FEE	4,470	9.4	1,124	3,346	203	0.6	71	132	195	2.3	62	133
INCENTIVE FEE	2,227	0.5	58	1,769	0	0.0	0	0	11	0.1	2	9
AWARD FEE	2,071	4.4	456	1,615	0	0.0	0	0	97	1.2	20	77
OTHER TYPES	4,573	9.6	528	4,045	63	0.3	4	59	17	0.2	0	17
TIME AND MATERIALS	3,612	7.6	426	3,186	57	0.2	4	52	4	0	0	4
LABOR HOURS	961	2.0	102	859	6	*	0	6	13	0.2	0	13

NOTE: Refer to first page of this table for footnotes.

**DoD Prime Contract Awards by Type of Contract Pricing Provision,  
According to Defense Component: FY 1993 <sup>A/</sup>**

**TABLE 16 (concluded)**

**NUMBER OF PROCUREMENT ACTIONS**

TYPE OF CONTRACT PRICING PROVISION	TOTAL B/				ARMY				NAVY			
	OCT 92 - SEP 93				OCT 92 - SEP 93				OCT 92 - SEP 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	11,902,807				2,251,936				2,201,330			
INTERAGENCY/FMS	703,289				219,081				199,170			
ACTIONS \$25,000 OR LESS	10,855,143				1,878,871				1,935,321			
ACTIONS OVER \$25,000	226,520	100.0	71,808	154,812	53,317	100.0	18,357	34,960	65,951	100.0	21,961	43,990
FIXED PRICE TYPE	171,961	75.9	61,371	110,590	40,667	76.3	15,514	25,153	40,718	61.7	18,113	22,605
FIRM	160,569	70.9	58,840	101,729	39,623	74.3	15,382	24,241	38,626	58.6	17,909	20,717
REDETERMINABLE	463	0.2	119	344	154	0.3	27	127	112	0.2	38	74
INCENTIVE	3,378	1.5	476	2,902	118	0.2	91	27	1,639	2.5	111	1,528
ECONOMIC PRICE ADJUSTMENT	7,551	3.3	1,936	5,615	772	1.4	78	694	341	0.5	55	286
COST REIMBURSEMENT TYPE	40,333	17.8	8,409	31,924	9,069	17.0	2,391	6,678	19,425	29.5	2,888	16,537
NO FEE	2,189	1.4	859	2,330	1,050	2.0	315	735	463	0.7	181	282
FIXED FEE	29,599	12.8	6,201	22,908	5,480	10.3	1,590	3,890	15,932	24.2	2,410	13,522
INCENTIVE FEE	7,036	3.1	1,132	5,904	1,941	3.6	122	1,819	155	0.2	29	126
AWARD FEE									2,875	4.4	268	2,607
OTHER TYPES	14,326	6.3	2,028	12,298	3,581	6.7	452	3,129	5,808	8.8	960	4,848
TIME AND MATERIALS	12,559	5.5	1,718	10,841	3,454	8.5	434	3,020	5,240	7.9	819	4,421
LABOR HOURS	1,767	0.8	310	1,457	97	0.2	18	79	568	0.9	141	427

TYPE OF CONTRACT PRICING PROVISION	AIR FORCE				DEFENSE LOGISTICS AGENCY				CIVIL FUNCTIONS			
	OCT 92 - SEP 93				OCT 92 - SEP 93				OCT 92 - SEP 93			
	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER	TOTAL	%	NEW WORK	OTHER
<b>TOTAL</b>	3,011,538				1,227,885				489,652			
INTERAGENCY/FMS	205,898				51,977				15,796			
ACTIONS \$25,000 OR LESS	2,755,479				1,151,130				452,058			
ACTIONS OVER \$25,000	50,002	100.0	15,739	34,263	23,635	100.0	10,633	13,002	6,943	100.0	2,578	4,365
FIXED PRICE TYPE	36,825	73.6	13,152	23,673	23,357	98.8	10,558	12,799	6,538	94.2	2,429	4,109
FIRM	34,403	68.8	12,501	21,902	21,218	89.8	9,502	11,716	6,491	93.5	2,414	4,077
REDETERMINABLE	133	0.3	37	96	10	*	4	6	17	0.2	8	9
INCENTIVE	1,507	3.0	333	1,174	2	*	2	0	0	0.1	2	4
ECONOMIC PRICE ADJUSTMENT	782	1.6	281	501	2,127	9.0	1,050	1,077	24	0.3	5	19
COST REIMBURSEMENT TYPE	8,697	17.4	2,041	6,656	235	1.0	73	162	398	5.7	147	251
NO FEE	1,387	2.8	278	1,109	62	0.3	12	50	74	1.1	32	42
FIXED FEE	5,191	10.4	1,338	3,853	173	0.7	61	112	236	3.4	102	134
INCENTIVE FEE	237	0.5	63	174	0	0.0	0	0	0	0.0	0	0
AWARD FEE	1,882	3.8	362	1,520	0	0.0	0	0	88	1.3	13	75
OTHER TYPES	4,480	9.0	546	3,934	43	0.2	2	41	7	0.1	2	5
TIME AND MATERIALS	3,528	7.1	427	3,101	40	0.2	2	38	5	0.1	2	3
LABOR HOURS	952	1.9	119	833	3	*	0	3	2	*	0	2

NOTE: Refer to first page of this table for footnotes.

**TABLE 17**  
**DoD Prime Contract Awards by Type of Contract Pricing Provision**  
**FY 1994 - FY 1985 <sup>a/</sup>**

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACT PRICING PROVISION	FY 1994		FY 1993		FY 1992		FY 1991		FY 1990	
	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%	AMOUNT	%
<b>TOTAL</b>	\$108,349,673	100.0	\$112,280,488	100.0	\$113,402,449	100.0	\$126,294,179	100.0	\$122,278,008	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	72,077,633	66.5	76,516,193	68.1	79,144,866	69.8	95,760,113	76.6	92,925,952	76.0
Firm	51,489,382	47.5	56,281,476	50.1	57,887,749	51.0	71,873,745	56.8	64,468,383	52.7
Redeterminable	700,446	0.6	571,191	0.5	393,549	0.3	371,936	0.3	564,031	0.5
Incentive	12,684,845	11.7	11,341,869	10.1	12,683,020	11.2	13,740,819	10.9	16,736,422	13.7
Economic Price Adjustment	7,202,960	6.6	8,321,658	7.4	8,180,548	7.2	10,973,613	8.7	11,157,116	9.1
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	36,272,040	33.5	35,764,295	31.9	34,257,583	30.2	29,534,066	23.4	29,352,056	24.0
No Fee	2,167,155	2.0	1,857,871	1.7	2,143,109	1.9	1,866,388	1.5	2,314,510	1.9
Fixed Fee	14,415,472	13.3	16,345,011	14.6	14,570,956	12.8	13,442,422	10.6	13,820,480	11.3
Incentive Fee	6,069,036	5.6	4,989,378	4.4	5,716,202	5.0	4,136,995	3.3	4,558,135	3.7
Award Fee	9,621,975	8.9	8,712,771	7.8	8,415,007	7.4	6,905,079	5.5	5,892,428	4.7
Other B/	3,998,402	3.7	3,849,464	3.4	3,412,309	3.0	3,183,202	2.5	2,966,403	2.4
<b>TOTAL</b>	\$120,545,991	100.0	\$129,871,904	100.0	\$135,458,767	100.0	\$137,542,840	100.0	\$139,912,095	100.0
<b>FIXED PRICE TYPE (SUB-TOTAL)</b>	94,661,675	78.5	102,063,797	78.6	108,133,372	79.8	112,101,580	81.5	115,552,316	82.6
Firm	65,378,228	54.2	71,194,956	54.8	78,674,574	58.1	73,860,472	53.7	74,503,325	53.3
Redeterminable	753,256	0.6	74,446	0.1	3,052	*	199,018	0.1	297,280	0.2
Incentive	16,983,323	14.1	21,347,924	16.4	19,025,753	14.0	21,337,310	15.6	24,337,617	17.4
Economic Price Adjustment	11,549,888	9.5	9,446,471	7.3	10,429,993	7.7	16,644,780	12.1	16,414,094	11.7
<b>COST REIMBURSEMENT AND OTHER TYPES</b>	25,884,316	21.5	27,808,107	21.4	27,325,395	20.2	25,441,260	18.5	24,359,780	17.4
No Fee	1,712,073	1.4	2,579,245	2.0	2,779,325	2.1	2,157,867	1.6	2,075,797	1.5
Fixed Fee	12,728,604	10.6	13,986,018	10.8	13,006,905	9.6	11,897,165	8.6	11,400,151	8.1
Incentive Fee	3,545,652	2.9	3,401,078	2.6	5,156,987	3.8	5,730,251	4.2	6,369,419	4.6
Award Fee	5,473,737	4.5	5,430,496	4.2	4,146,968	3.1	3,865,876	2.8	3,295,754	2.4
Other B/	2,424,250	2.0	2,411,270	1.9	2,235,217	1.7	1,790,101	1.3	1,218,659	0.9

a/ For Definitions and Coverage, See Notes on Coverage.  
b/ Includes Time and Materials and Labor Hours Contracts.  
\* Less than 0.05 percent.

## DOD SMALL BUSINESS SUBCONTRACTING PROGRAM

Commitments for DoD small business subcontracting work by 2,022 reporting large contractors totaled \$45,364 million in FY 1994, which was a 0.9 percent increase from the \$44,947 million reported by 1,863 large contractors in FY 1993.

Small businesses received 38.3 percent of the total committed for subcontracting work during FY 1994, compared with 37.6 percent for FY 1993. Comparative data for FY 1985 through FY 1994 are given below.

(Amounts in Millions)

	1994	1993	1992	1991	1990	1989	1988	1987	1986	1985
1. Number of Large Contractors Reporting	2,022	1,863	1,742	1,709	1,664	1,555	1,571	1,469	1,353	1,205
2. Military Subcontract Commitments	\$45,364	\$44,947	\$47,318	\$57,053	\$54,708	\$56,037	\$58,798	\$53,116	\$52,898	\$54,494
a. Small Businesses	17,365	16,879	18,165	19,413	21,499	22,009	22,309	21,559	20,362	20,145
b. Other Businesses	27,999	28,068	29,153	37,640	33,209	34,028	36,489	31,557	32,536	34,349
3. Percent of Total to Small Business Concerns (Line 2a / Line 2)	38.3	37.6	38.4	34.0	39.3	39.3	37.9	40.6	38.5	37.0

# GLOSSARY OF TERMS

**Businesses.** Businesses are companies, individuals, or partnerships organized for profit, including small businesses as defined below.

**Civil Functions.** Functions primarily associated with the Civil Works program of the Army Corps of Engineers. This program encompasses planning, programming, designing, constructing, and operating Federal Water resource projects for navigation, flood control, hydroelectric power production, water supply, recreation, and related activities. Also included are cemetery work and conservation management.

## **Competed Procurement.**

For solicitations issued prior to the Competition in Contracting Act (CICA):

*Price Competition* - Two or more bids or offers were received under formal advertising or negotiated methods of procurement and award was made to the lowest responsive and responsible bidder or offeror.

*Technical & Design Competition* - Two or more offers were received and award was made to the offeror with the best overall technical and design proposal. Cost is one of the factors in the evaluation. Sources for most major weapon systems resulted from initial competition in the design and development stage.

For solicitations issued subsequent to the Competition in Contracting Act:

Awards where solicitations were issued pursuant to full and open competition procedures or awards where two or more offers were received following solicitation pursuant to other than full and open competition procedures and award was made to the lowest responsive and responsible offeror.

**Educational and Nonprofit Institutions.** Any corporation, foundation, trust, or institution operating on a not-for-profit basis. Included are educational and scientific institutions, hospitals of a nonprofit nature, and state, local, and other non-Federal government agencies. If the work of these institutions meets the criteria of the category "Work Outside the United States" (see below), it is included in the data for that category.

**Intragovernmental Order.** Orders written by a Military Department or Defense Agency purchasing office requesting that a non-Defense Federal Agency furnish supplies or services from its stocks, in-house manufacturing facilities, or contracts.

**Location of Work.** The place where an item is to be manufactured, assembled, or otherwise supplied by the prime contractor; the place where the service is to be performed; or the site of a construction project.

**Military Functions.** Activities normally associated with the support of the Uniformed Services.

**Net Value.** The net amount of debit and credit procurement actions recorded during the period.

**Other Defense Agencies**

Armed Forces Radio & Television Service  
Armed Forces Radiobiology Research Institute  
Advanced Research Projects Agency  
Ballistic Missile Defense Organization  
Commander US Special Operations Command  
Defense Commercial Communications Office  
Defense Commissary Agency  
Defense Evaluation Support Activity  
Defense Information Systems Agency  
Defense Mapping Agency  
Defense Nuclear Agency  
Defense Supply Service - Washington  
Office for the Civilian Health & Medical Program  
of the Uniformed Services (CHAMPUS)  
On Site Inspection Agency  
Uniformed Services University of Health Sciences  
WHS Contracting Office

**Prime Contract Award.** A legally binding agreement executed by a Department of an Agency of DoD to obtain supplies or services.

**Procurement Action.** An action involving the obligation or deobligation of funds which officially awards or changes a prime contract. This may include the award of a new prime contract, a debit or credit change to an existing prime contract, or an order written against an indefinite delivery-type contract or basic ordering agreement.

**Small Businesses.** A small business is defined by the Small Business Administration in the Federal Register (Title 13, Chapter 1, Part 121). The definition also appears in the Federal Acquisition Regulation (19.101). Generally, a small business is one that is independently owned and operated, is not dominant in its field of operations, and, with its affiliates, does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000, depending on the type of product called for by the contract). For construction and some service industries, the criterion is a specified annual dollar volume of sales or receipts rather than the number of employees.

**Subcontract Commitment.** A legal agreement between contractors establishing the value of goods and services required to fulfill a contract. The goods or services are provided by one contractor (called the subcontractor) to the contractor with the major or prime contract.

**Subcontract Payment.** A cash payment made by one contractor to another for supplies, services, or construction required by a prime contract.

**United States.** The 50 states, the District of Columbia, and the outlying areas of the United States.

**Work Inside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance inside the United States (see above).

**Work Outside the United States.** An award to a U.S. or foreign business, an educational or nonprofit institution, or a Government Agency with a place of performance outside of the United States (see above).